

**TIEN THINH GROUP
JOINT STOCK COMPANY**

**SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness**

No: 01/2026/TT6/CV-BCTC

Can Tho City, January 26, 2026

*Re: Explanation of the Parent
Company and Consolidated Financial
Statements for Q4 2025 Compared to
the Same Period in 2024*

**To : The State Securities Commission of Viet Nam;
Vietnam Stock Exchange;
Hanoi Stock Exchange.**

Pursuant to Circular No. 96/2020/TT-BTC dated November 16, 2020, issued by the Ministry of Finance, providing guidelines on the disclosure of information in the securities market, enterprises are required to explain changes in after-tax profit reported in the Statement of profit or loss when such changes exceed 10% compared to the same period of the previous year.

Based on the Separate and Consolidated Income Statements for the Fourth Quarter of 2025 of Tien Thinh Group Joint Stock Company, the Company respectfully submits the following explanation regarding changes in revenue and profit after tax in the Q4/2025 Financial Statements compared to the same period in 2024:

Note: On September 11, 2025, the Company registered a change in its accounting model to the consolidated model due to the establishment of a subsidiary. Accordingly, from the third quarter of 2025, the Company prepared consolidated financial statements, whereas the figures for the same period in 2024 only reflect the parent company's separate financial statements. As the reporting scope between the two periods is not consistent, the explanation of changes in revenue and profit after tax in this explanatory document is prepared based on the parent company's separate financial statements in order to ensure comparability.

Unit: million VND

Indicators (Parent Company)	Quarter IV		Accumulated		% Increase/ Decrease Q4 2025 vs Q4 2024	% Increase/ Decrease Accumulated 2025 vs 2024
	2025	2024	2025	2024		
1	2	3	5	6	4=2/3	7=5/6
1. Net revenue from sales and the provision of services	115,899	159,551	343,084	351,154	-27.36%	-2.30%
2. Revenue from sales and the provision of services	65,779	159,447	292,853	351,050	-58.75%	-16.58%
3. Profit after corporate income tax	2,329	9,933	17,656	14,700	-76.55%	20.11%

1. Explanation of Revenue Fluctuations

In the fourth quarter of 2025, the Company's revenue from sales and the provision of services reached VND 115,899 million, representing a decrease of 27.36% compared to the fourth quarter of 2024 (VND 159,551 million). Revenue in Q4/2025 was only 72.6% of the corresponding period of the previous year:

- Export segment: In Q4/2025, the Company continued to maintain the stability of its existing export orders and successfully entered into additional contracts with major customers, with selling prices remaining at favorable levels. Overall, export activities did not experience a significant decline.
- Domestic segment: Due to the impact of value-added tax (VAT) policies applicable to agricultural products, the pace of domestic consumption slowed compared to the same period last year. This resulted in a sharp decline in domestic sales revenue in Q4/2025, which was the main reason for the Company's overall revenue in Q4/2025 decreasing by 27.4% compared to Q4/2024.
- Returned goods factor: In Q4/2025, the Company incurred several shipments returned by customers. These were shipments for which revenue had been recognized in 2024, but which customers returned in 2025 in accordance with commercial agreements. In compliance with accounting regulations, the Company recorded a reduction in revenue in the period, causing Q4/2025 revenue to decline sharply compared to the same period of the previous year. This was one of the key factors leading to a 58.75% decrease in net revenue in Q4/2025 compared to Q4/2024.

On a cumulative basis for 2025, revenue from sales and the provision of services amounted to VND 343 billion, representing a decrease of 2.30% compared to the cumulative figure for 2024 (VND 351,154 million).

2. Explanation of changes in profit after tax

Profit after corporate income tax in Q4/2025 amounted to VND 2,329 million, down 76.55% compared to Q4/2024 (VND 9,933 million). Although revenue in Q4/2025 decreased by 27.36%, the decline in profit was more significant due to the simultaneous impact of multiple factors, specifically:

- Increase in input material prices: Despite improvements in material quality and finished product recovery rates compared to the same period, input material prices in Q4/2025 increased compared to Q4/2024, resulting in higher cost of goods sold and reduced profit margins.
- Increase in financial expenses: In Q4/2025, commercial banks adjusted short-term lending interest rates upward, leading to higher financial expenses for the Company compared to the same period in 2024.
- Increase in selling and administrative expenses: Selling expenses and general and administrative expenses in Q4/2025 increased compared to Q4/2024, mainly due to higher personnel costs, operating expenses, and other costs necessary to maintain production and business activities.



- Returned goods: The occurrence of returned goods in Q4/2025 (for which revenue had been recognized in 2024) reduced revenue in the period and generated additional handling costs, thereby further reducing profit in Q4/2025.

The combined impact of the above factors resulted in a sharp 76.6% decline in profit after tax in Q4/2025 compared to Q4/2024. However, on a cumulative basis for 2025, profit after tax reached VND 17.656 billion, an increase of 20.11% compared to the cumulative figure for 2024 (VND 14.7 billion). This reflects that the Company's overall operating efficiency for the full year remained stable, despite the fourth quarter being adversely affected by factors such as returned goods and rising input costs.

Tien Thinh Group Joint Stock Company commits that the contents of the above explanation letter are honest and accurate.

Recipient:

- *As above;*
- *FAD;*
- *BOD, AC, BOM;*
- *Archive for record.*

**TIEN THINH GROUP JOINT STOCK COMPANY
CHAIRMAN OF THE BOARD OF DIRECTORS**



PHAM TIEN HOAI

