

**TRANSFORMER MANUFACTURING JSC
AND HANOI ELECTRICAL MATERIALS**

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

No.: 140426/CTBT

Re: Explanation of the difference of 10% in
EBIT compared to the same period last year

Hanoi, April 14, 2026

To: - **The State Securities Commission,**
 - **Hanoi Stock Exchange,**
 - **Shareholders.**

Pursuant to the provisions of Section 4a, Article 14 of Circular 96/2020/TT-BTC dated November 16, 2020 of the Ministry of Finance on explanation "*Profit after corporate income tax in the report on business results of the announced period changed by 10% or more compared to the report of the same period last year*". Hanoi Transformer and Electrical Materials Manufacturing Joint Stock Company would like to explain the profit difference in the 1st quarter of 2026 compared to the 1st quarter of 2025 as follows:

Unit: VND

Criteria	Quarter 1 Year 2026	Quarter 1 Year 2025	Difference Q1/2026 compared to Q1/2025
1. Net revenue from sales and service provision	39 678 339 527	12 034 877 335	27 643 462 192
2. Cost of goods sold	8 300 458 484	6 474 823 939	1 825 634 545
3. Gross profit	31 377 881 043	5 560 053 396	25 817 827 647
4. Financial revenue	7 609 762 460	11 720 491 964	-4 110 729 504
5. Financing costs	282 093 415	2 344 043 805	-2 061 950 390
6. Cost of sales	1 347 230 934	484 099 906	863 131 028
7. Business management expenses	778 683 858	1 110 599 712	-331 915 854
8. Net profit from business contracts	36 579 635 296	13 341 801 937	23 237 833 359
9. Other incomes	38 904 080	2 000 000	36 904 080
10. Other expenses			
11. Other Profits	38 904 080	2 000 000	36 904 080
12. Total pre-tax accounting profit	36 618 539 376	13 343 801 937	23 274 737 439
13. Profit after tax	29 294 831 501	10 675 041 550	18 619 789 951

Main reasons:

In the 1st quarter of 2026, the Company handed over and recorded the CIT calculation revenue of 01 adjacent unit while in the 1st quarter of 2025, the Company handed over and recorded the CIT calculation revenue of 03 apartments. Due to the area and selling unit price of the adjacent apartment and the service revenue (commercial

leasing, car parking) when the building is put into stable operation has increased significantly, sales and service revenue in the first quarter of 2026 increased by more than 2.3 times compared to the first quarter of 2025.

- The sharp decline in revenue from financial activities was due to idle cash flow from house purchase and sale proceeds and the Company is exploiting bank deposits in Q1/2026 (VND 467 billion), a sharp decrease compared to Q1/2025 (VND 949 billion).

- The sharp decrease in financial expenses was due to the Company's increased use of own capital and reduced bank loans for the Company's business activities (from borrowing VND 202 billion in Q1/2025 to VND 27 billion in Q1/2026).

- The sharp increase in selling costs is due to the Company's additional provision for product warranty

- From the above main reasons, profit before tax and profit after tax in the first quarter of 2026 increased by more than 1.74 times compared to the first quarter of 2025.

As of 31/03/2026, the Company has recorded business results of 329/334 apartments and 16/25 adjacent units.

The company respectfully reports to shareholders, the State Securities Commission, and the Hanoi Stock Exchange./.

**LEGAL REPRESENTATIVE
GENERAL DIRECTOR**

Recipients:

- As above;
- Save: VP, TV.



Thạch Anh Đức