

**GIA LAI COFFEE  
JOINT STOCK COMPANY**

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

No: 16/2026/CV-FGL

Gia Lai, March <sup>th</sup>20, 2026

*“Regarding the explanation of the net profit  
after tax difference of 10% or more  
compared to the same period last year”*

***Kind attention: HANOI STOCK EXCHANGE***

Pursuant to Point a, Clause 4, Article 14, Chapter III of Circular No. 96/2020/TT-BTC dated November 16, 2020, effective from January 1, 2021, issued by the Ministry of Finance providing guidance on information disclosure on the securities market, Gia Lai Coffee Joint Stock Company hereby submits an explanation regarding the change of 10% or more in consolidated profit after corporate income tax for the first quarter financial statements ended March 31, 2026, compared to the same period of 2025.

**Unit: VND**

Items	The first quarter financial/2026	The first quarter financial/2025	Difference	% increase/ (decrease)
Profits after corporate income tax	(2,584,846,394)	(552,174,153)	(2,032,672,241)	-368.12%

The Consolidated Profit After Tax (PAT) of Gia Lai Coffee Joint Stock Company for the fiscal period of Q1/2026 decreased by 368.12% year-on-year (YoY) due to the following primary factors:

During the fourth quarter of 2025 (Q4/2025), the Company sold its entire inventory of green coffee beans from the 2025-2026 crop season and recognized the corresponding revenue within the 2025 fiscal year. The average selling price was approximately VND 100,000 per kg. Consequently, by the first quarter of 2026 (Q1/2026), the Company had exhausted its stock of green coffee beans—its primary product—resulting in zero revenue from coffee sales for this period. In contrast, during the same period last year (Q1/2025), the Company still held inventory for sale at an average price of VND 121,636 per kg, generating VND 5,306,451,900 in revenue and a profit of VND 1,950,490,286 after deducting the cost of goods sold (COGS). This disparity is the primary factor leading to the decline in the Company’s profit compared to the same period last year.

Gia Lai Coffee Joint Stock Company hereby submits this explanation to the Hanoi Stock Exchange regarding the variance of 10% or more in Profit After Tax for the first quarter ended March 31, 2026, compared to the same period in 2025.

***Recipients***

- Board of Directors,  
Supervisory Board;
- Finance Department;
- Document archive.

**GIA LAI COFFEE JOINT STOCK COMPANY**



*[Signature]*  
**PHÓ TỔNG GIÁM ĐỐC**  
**Nguyễn Văn Tuấn**