

No. 495/CV-MTS

Ha Long, Day 20 January 2025

"Regarding the explanation of the decrease in  
profit after tax in the Q4 of 2024 financial  
statements compared to Q4 of 2023"

**To: STATE SECURITIES COMMISSION OF VIETNAM;  
HANOI STOCK EXCHANGE.**

Vinacomin - Materials Trading Joint Stock Company sincerely appreciates your cooperation and support during the past time.

Pursuant to Circular 96/2020/TT-BTC dated 16 November 2020 of the Ministry of Finance, Vinacomin - Materials Trading Joint Stock Company would like to explain the decrease in profit after tax in the fourth quarter of 2024 compared to the fourth quarter of 2023 as follows:

Vinacomin - Materials Trading Joint Stock Company is a trading and production business unit whose main business lines are trading in supplies, spare parts, and fuel; providing waterway and road transport services; providing loading and unloading services; producing lubricants, mainly serving member units of Vietnam National Coal and Mineral Industries Holding Corporation Limited (TKV). Profit after tax in Q4 of 2024 increased compared to Q4 of 2023 of 3,775 million VND ~ 449%, specifically as follows:

- Gross profit increased compared to Q4 of 2023: 19,975 million VND ~ 64%
- Selling expenses increased compared to Q4 of 2023: 14,495 million VND ~ 111%
- Business administration expenses decreased compared to Q4 of 2023: 7,837 million VND ~ 33%
- Financial expenses increased compared to Q4 of 2023: 259 million VND ~ 16%
- Other operating income decreased compared to Q4 of 2023: 8,203 million VND ~ 100%

*Explanation of reasons:*

The gross profit/net revenue ratio of the Q4 of 2024 is 4.98% and the Q4 of 2023 is 2.69%, this ratio increased compared to Q4 of 2023. Although the Company's revenue from the sale of goods and services decreased compared to the same period last year, the Company has been proactive in regulating the cost of input materials, saving costs incurred for production and consumption of products, so the gross profit in the Q4 of 2024 increased compared to the same period last year.



Selling expenses in the Q4 of 2024 increased compared to the same period in 2023: The company repaired several fixed assets, warehouses and yards at the mine's mining sites, and expanded the market for selling commodity products.

Business management expenses in the Q4 of 2024 decreased compared to the same period last year: The company restructured and merged its affiliated branches, so it cut some management costs at the intermediate stage.

In the Q4 of 2024, the Company has made efforts to recover debts and make regular maturities of short-term loans. However, the Company has not been able to arrange sources to mature loans, so financial costs increase compared to the same period in 2023.

Other income in the Q4 of 2024 decreased compared to the same period in 2023; The main reason is that in Q4 2024, the company liquidated losses on fixed assets, tools and tools aged due to the depreciation of assets and scrap inventory.

=> The above are the reasons why the Company's profit after tax in the Q4 of 2024 increased compared to the Q4 of 2023.

Vinacomin - Materials Trading Joint Stock Company would like to explain as above.

Respectfully! 

**Recipients:**

- SSC, HOSE
- BOM, Supervision Board
- Director, Deputy Director of Finance
- Accounting department.
- Save Office Copy, Accounting department.

  
**VINACOMIN - MATERIALS TRADING  
JOINT STOCK COMPANY  
DIRECTOR**



**Nguyen Manh Toan**

