

**TIEN THINH GROUP  
JOINT STOCK COMPANY**

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

No: 02/2026/TT6/CV-BCTC

Can Tho City, March 25 2026

*Re: Explanation of variances in  
revenue and profit between the audited  
2025 financial statements (separate  
and consolidated) and the audited  
2024 financial statements*

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

Based on 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 audited income statements for 2024 and 2025 (separate and consolidated), Tien Thinh Group Joint Stock Company hereby provides explanations for the fluctuations in revenue and profit after tax in the audited financial statements for 2025 compared to 2024 as follows:

Unit: VND

Items	2025	2024	Increase/ Decrease 2025 vs. 2024
1	2	3	4
1. Revenue from sales and service	343,084,144,971	351,153,903,878	-2.30%
2. Net revenue from sales and service	292,852,935,781	351,050,210,198	-16.58%
3. Profit After Tax	17,655,821,410	14,699,890,156	20.11%

**1. Explanation of revenue fluctuations**

In 2025, revenue from sales and service rendering of the parent company reached VND 343.084 billion, representing a decrease of 2.30% compared to 2024 (VND 351.154 billion). However, net revenue from sales and service rendering was VND 292.853 billion, a significant decrease of 16.58% compared to the previous year (VND 351.050 billion). The main drivers of these changes are as follows

- Export segment: Export activities in 2025 were generally maintained at a stable level. The Company continued to secure traditional orders while expanding its customer base with new clients at reasonable pricing levels. Accordingly, export revenue did not experience any significant decline.
- Domestic segment: Domestic consumption was affected by value-added tax (VAT) policies

applicable to agricultural products, resulting in slower sales progress compared to 2024. This was the primary factor leading to the decline in domestic revenue and, consequently, the Company's overall revenue.

- Sales returns: In 2025, the Company recorded certain returned shipments, primarily relating to sales recognized in 2024. In accordance with accounting regulations, the Company adjusted revenue downward in the current period, resulting in a significant reduction in net revenue for 2025. This is the key reason why the decrease in net revenue is greater than the decrease in gross recorded revenue.

## 2. Explanation of profit after tax fluctuations

Profit after corporate income tax in 2025 reached VND 17.656 billion, an increase of 20.11% compared to 2024 (VND 14.700 billion). Despite the decline in net revenue, profit after tax recorded positive growth due to the following factors

- Improved operational efficiency: The Company enhanced input material quality and optimized production processes, thereby improving yield rates and achieving better control over cost of goods sold throughout the year.
- Improved product and market structure: The proportion of orders with higher profit margins, particularly in the export segment, remained stable, helping to offset the decline in the domestic market.
- Effective cost management: Although financial expenses, selling expenses, and general and administrative expenses increased due to interest rate pressure and operational costs, the Company proactively managed and optimized expenses, thereby mitigating negative impacts on profitability.
- Impact of sales returns: The occurrence of returned goods in 2025 reduced revenue and incurred additional related costs. However, these impacts were offset by positive performance from core business operations.

Based on the above factors, although net revenue in 2025 decreased compared to 2024—primarily due to sales returns and the contraction of the domestic market—the Company still recorded a 20.11% increase in profit after tax, demonstrating improved overall operational efficiency and stable performance during the year.

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

Recipient:

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

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



**PHAM TIEN HOAI**