

HANOI SOAP
JOINT STOCK COMPANY

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

No: 252 /XPHN-TCKT
Re: Explanation of losses in the
third quarter of 2026
and the difference between the
profit and loss of the
the same period in 2025

Hanoi, October 20, 2026

To: HANOI STOCK EXCHANGE

Hanoi Soap Joint Stock Company would like to sincerely thank you for your support and help in the past time.

Hanoi Soap Joint Stock Company would like to explain the loss in the third quarter of 2026 and the reasons for the difference in profit compared to the same period last year as follows:

The Company's production and business situation in the third quarter of 2026 faced many difficulties due to the impact of the increase in gasoline prices, leading to a sharp increase in transportation prices, causing the price of input materials to fluctuate abnormally. While the Company's sales volume is still low, revenue has not been able to compensate for costs.

Sales revenue in the third quarter of 2026 decreased much compared to the third quarter of 2025 because the Company did not implement commercial business as in the third quarter of 2025. Selling expenses and business management expenses in the third quarter of 2026 increased significantly compared to the third quarter of 2025 due to increased market price fluctuations, and services all increased in price.

However, the profit in the third quarter of 2026 decreased compared to the third quarter of 2025 because the Company received VND 1,171 billion in dividends from capital contribution with Xavinco Real Estate Company. Accumulated profit from the beginning of the year to the end of the third quarter of 2026 was a profit of VND 111.64 billion.

With this official letter, Hanoi Soap Joint Stock Company would like to explain to the Hanoi Stock Exchange.

Thank you very much!

Recipients:

- As above
- Save: Admin office, F&A Dept...

GENERAL DIRECTOR



Le Viet Phuong

CÔNG TY CỔ
PHẦN XÀ

CÔNG TY CỔ PHẦN XÀ
PHÒNG HÀ NỘI

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