

**TDT INVESTMENT AND
DEVELOPMENT JOINT STOCK
COMPANY**

No. 43 /2026/CV-TDT

THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

Thai Nguyen, October 20, 2026

*"Re: Explanation of the decrease in
profit for Q3 2026 compared to the
same period"*

To: - State Securities Commission of Vietnam

- The Hanoi Stock Exchange (HNX)

Pursuant to Circular No. 96/2020/TT-BTC dated November 16, 2020 of the Ministry of Finance on information disclosure on the securities market, the Company provides this explanation as profit after corporate income tax fluctuated by 10% or more compared to the same period last year.

In this regard, TDT Investment and Development Joint Stock Company ("TDT") hereby provides an explanation of the fluctuation in after-tax profit for Q3 2026 compared to Q2 2025 as presented in the Company's financial statements as follows:

1. Comparison of revenue and profit between Q3 2026 and Q3 2025

Indicators	Q3 2026	Q3 2025	Change (%)
Revenue	194,406,893,432	192,188,955,190	101%
Financial income	121,525,238	3,041,438,680	(96%)
Financial expenses	6,677,021,027	5,138,931,309	130%
Selling expenses	6,332,584,970	5,653,277,337	112%
General and administrative expenses	29,462,170,287	25,262,561,736	117%
Other income	808,204,525	3,225,118,682	(75%)
Profit after corporate income tax	5,867,835,917	9,433,372,060	(38%)

Compared to Q3 2025, the Company's after-tax profit in Q2 2026 decreased by 38%.

**CÔNG TY C^o
PHÂN ỨNG DỤNG VÀ
PHÁT TRIỂN TDT**

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2. Reasons:

- Revenue in Q3 2026 increased by 101% compared to Q3 2025.
- Financial expenses in Q3 2026 increased by 130% compared to Q3 2025, due to higher bank interest rates.
- Selling expenses in Q3 2026 increased by 112% compared to Q3 2025, due to higher sea freight rates.
- General and administrative expenses in Q3 2026 increased by 117% compared to Q3 2025.
- Certain completed orders have not yet been delivered to customers; therefore, the Company has not recognized the corresponding revenue in the current period. Such revenue is expected to be recognized in Q4 of 2026 and Q1 of 2027, while input costs and employee-related expenses continue to be incurred and paid.

TDT Investment and Development Joint Stock Company hereby commits that the information provided in this explanation is true and accurate.

Respectfully submitted.

**TDT INVESTMENT AND DEVELOPMENT JOINT STOCK
COMPANY**

Recipients:

-As above;

- Archived: Document

ON BEHALF OF THE BOARD OF DIRECTORS



CHỦ TỊCH HĐQT

Lưu Chuyên