

**PTM AUTOMOBILE SERVICE, TRADING
AND MANUFACTURING JSC**

No.: 03.10./2026/CV-PTM

Re: Explanation of Business Results for the
Third Quarter and the First Nine Months
of 2026

THE SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

Ha Noi, Date 26.. month 10 Year 2026

**To: State Securities Commission of Vietnam,
Hanoi Stock Exchange**

First of all, we would like to express our sincere appreciation to the State Securities Commission of Vietnam and the Hanoi Stock Exchange for their support over the past period.

We hereby provide an explanation of the business results of PTM Automobile Service, Trading and Manufacturing Joint Stock Company for the third quarter and the first nine months of 2026 compared with the corresponding period of 2025 as follows:

1. Key Items of the Separate Financial Statements

Items	QIII/2026	QIII/2025	Variance	% Change
Net revenue	184,270,625,861	300,296,573,098	(116,025,947,237)	(38.64%)
Cost of goods sold	159,309,805,253	265,220,780,019	(105,910,974,766)	(39.93%)
Accounting profit before tax	9,639,922,999	543,339,986	9,096,583,013	1674.2%
Profit after corporate income tax	7,631,578,223	362,666,529	7,268,911,694	2004.3%

Items	The first nine months of 2026	The first nine months of 2025	Variance	% Change
Net revenue	521,822,420,731	988,166,150,706	(466,343,729,975)	(47.19%)
Cost of goods sold	455,814,559,618	845,733,728,452	(389,919,168,834)	(46.1%)
Accounting profit before tax	16,372,204,305	42,589,702,444	(26,217,498,139)	(61.56%)
Profit after corporate income tax	12,872,133,751	33,784,718,965	(20,912,585,214)	(61.9%)

2. Key Items of the Consolidated Financial Statements

Items	QIII/2026	QIII/2025	Variance	% Change
Net revenue	185,196,010,963	300,296,573,098	(115,100,562,135)	(38.33%)
Cost of goods sold	160,246,099,445	265,220,780,019	(104,974,680,574)	(39.58%)
Accounting profit before tax	9,045,368,953	543,339,986	8,502,028,967	1564.77%
Profit after corporate income tax	6,862,049,301	362,666,529	6,499,382,772	1792.11%

Items	The first nine months of 2026	The first nine months of 2025	Variance	% Change
Net revenue	516,363,260,371	988,166,150,706	(471,802,890,335)	(47.75%)
Cost of goods sold	450,091,481,080	845,733,728,452	(395,642,247,372)	(46.78%)
Accounting profit before tax	15,209,834,602	42,589,702,444	(27,379,867,842)	(64.29%)
Profit after corporate income tax	10,998,289,284	33,784,718,965	(22,786,429,681)	(67.45%)

3. The business performance of PTM Automobile Service, Trading and Manufacturing Joint Stock Company in the third quarter of 2026 was primarily attributable to the following factors:

Separate Financial Statements:

In the third quarter of 2026, the Company recorded profit after tax of VND 7.63 billion, an increase of VND 7.27 billion compared to the same period in 2025. This improvement was primarily attributable to an increase of VND 8.86 billion in net profit from operating activities compared to the same period in the previous year, mainly due to reductions in selling expenses and general and administrative expenses. These results reflect improvements in the Company's management and operational efficiency, particularly in controlling operating costs. Cost savings contributed to enhancing business performance and profitability, providing a favorable basis for sustaining operational efficiency in subsequent periods.

For the first nine months of 2026, the Company's accumulated profit after tax reached VND 12.88 billion, representing a decrease compared to the same period in 2025, primarily due to fluctuations in the automotive market and competitive pressures in the mass-market vehicle segment. Nevertheless, the Company achieved positive improvements in the third quarter through strengthened cost controls and enhanced operational efficiency.

Consolidated Financial Statements:

In the third quarter of 2026, consolidated profit after tax reached VND 6.86 billion, an increase of VND 6.5 billion compared to the same period in 2025, reflecting a significant improvement in the Group's consolidated business performance compared to the corresponding period of the previous year.

For the first nine months of 2026, consolidated profit after tax reached VND 11 billion, representing a decrease compared to the same period in 2025. The Group's cumulative consolidated business performance continued to be affected by fluctuations in the automotive market and competitive pressures in the mass-market vehicle segment. In response to these market challenges, the Company continued to focus on optimizing resource allocation and enhancing management and operational efficiency, with the aim of improving business performance and strengthening the operational capabilities of the Group as a whole.

The above is the explanation of the business results of PTM Automobile Service, Trading and Manufacturing Joint Stock Company.

We sincerely appreciate your attention!

**PTM AUTOMOBILE SERVICE, TRADING AND
MANUFACTURING JOINT STOCK COMPANY
GENERAL DIRECTOR**

CÔNG TY CỔ
PHẦN SẢN
XUẤT, THƯƠNG
MẠI VÀ DỊCH VỤ
Ô TÔ PTM

Digitally signed by CÔNG TY CỔ PHẦN SẢN
XUẤT, THƯƠNG MẠI VÀ DỊCH VỤ Ô TÔ PTM
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XUẤT, THƯƠNG MẠI VÀ DỊCH VỤ Ô TÔ
PTM, L=59 25A đường Kim Giang, Phường
Chợ Lớn, Quận Hoàng Mai, Thành phố Hà Nội,
VN, OU=CÔNG TY CỔ PHẦN SẢN
XUẤT, THƯƠNG MẠI VÀ DỊCH VỤ Ô TÔ
PTM, ST=Hà Nội, LD=+6611110000
Reason: I am the author of this document
Date: 2026.10.26 16:10:53+07'00'
Trình đọc PDF Font Version: 2025.1.1

GENERAL DIRECTOR

TRAN VAN MY