

**TIEN THINH GROUP
JOINT STOCK COMPANY**

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

No: 02/2025/TT6/CV-BCTC
Re: Explanation of Differences in
Audited Revenue and Net Profit for
2024 Compared to 2023

Hau Giang, March 31, 2025

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 Statements of Comprehensive Income for 2023 and 2024, Tiên Thịnh Group Joint Stock Company hereby provides an explanation of the fluctuations in revenue and net profit after tax in the audited financial statements for 2024 compared to 2023 as follows:

Unit: VND

Items	2024	2023	Increase/ Decrease 2024 vs. 2023
1	2	3	4
1. Revenue from sales and provision of services	351,050,210,198	298,510,241,939	17.6%
2. Profit After Tax	14,699,890,156	8,099,482,273	81.4%

Revenue for 2024 reached VND 351 billion, an increase of 17.6% compared to 2023. Net profit after tax for 2024 reached VND 14.7 billion, an increase of 81.4% compared to 2023. The specific reasons for the increase in revenue and net profit after tax are as follows:

1. Revenue

- In 2024, raw material prices remained relatively stable, and the company maintained a steady supply schedule in line with customer contracts, contributing to revenue growth compared to 2023.
- Notably, in Q4 2024, rising customer demand, coupled with the company's timely response and on-schedule deliveries, led to a significant increase in quarterly revenue. With the surge in orders, the company proactively managed its production planning, warehouse

coordination, and transportation optimization to ensure timely order fulfillment. As a result, annual revenue for 2024 also recorded substantial growth compared to 2023.

- Additionally, the shipping schedules of carriers in 2024 aligned with the company's delivery plans, ensuring on-time order fulfillment and enhancing business efficiency.
- These factors collectively contributed to the 17.6% increase in revenue compared to 2023.

2. Net Profit After Tax in 2024 Compared to 2023

- Strong revenue growth in 2024 led to a significant increase in net profit after tax compared to 2023.
- Specifically, while revenue in 2024 grew by 17.6% year-over-year, the gross profit margin remained stable, with no significant fluctuations in selling expenses, administrative expenses, or financial costs. This contributed to a notable improvement in overall profitability.
- Notably, the profit margin increased substantially due to the company's well-planned procurement strategy, which optimized cost of goods sold by effectively managing raw material prices. Additionally, the company adjusted its cost structure more efficiently, including enhanced control over administrative expenses and improved financial management, further boosting profitability.
- As a result, the company's net profit after tax in 2024 increased by 81.4% compared to 2023.

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**



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