

No. ~~149~~ QNS-TCKT

"For the explanation of the decrease  
in Consolidated PAT YoY"

Quang Ngai province, April 26, 2025

**To: - STATE SECURITIES COMMISSION;  
- HANOI STOCK EXCHANGE.**

According to the consolidated financial statements for the first quarter of 2024, the profit after corporate income tax was (+) VND 531,844 million.

According to the consolidated financial statements for the first quarter of 2025, the profit after corporate income tax was (+) VND 391,629 million.

Pursuant to Circular 155/2015/TT-BTC dated October 6, 2015, and Circular 96/2020/TT-BTC dated November 16, 2020, Quang Ngai Sugar Joint Stock Company explains the reason for the decrease of VND 140,215 million in profit after tax for the first quarter of 2025, equivalent to a 26% drop compared to the same period last year, as follows:

In the first quarter of 2025, the global economic and political context continued to develop in complex ways. The prolonged conflict between Russia and Ukraine, escalating tensions in the Middle East, and geopolitical fluctuations in many other regions contributed to rising global risks, negatively affecting the international investment and business environment. In addition, trade tensions between major economies continued, accompanied by a trend of increasing trade barriers and protectionist tariff policies. Many countries maintained tight monetary policies to control inflation. The global supply chain was disrupted, purchasing power declined, and pressure on exchange rates intensified. These developments partly affected the Company's production and business activities. Specifically:

- Sugar production and trading segment: Although the volume of sugar produced during the season is expected to increase by approximately 20% compared to the same period last year, business results in the first quarter still showed a decline. The main reasons were weak demand and a slight decrease in domestic sugar prices. Notably, the continued influx of smuggled sugar and imported liquid sugar into the market created intense price competition, directly affecting the Company's performance in this segment.

- Other business segments such as mineral water, confectionery, beer, and malt experienced a decrease in consumption volume compared to the same period last year, ranging from 5% to 18%, as they continued to be affected by market fluctuations and a still-recovering consumer demand.

- Soy milk segment: Despite many challenges, this segment still achieved positive growth. Sales volume increased by 10%, mainly because marketing and sales plans from 2024 began to take effect and reach more customers. Additionally, even though the stronger USD had some impact, the Company managed costs well and took advantage of lower prices for some input materials. Thanks to the combination of a strong sales strategy and flexible cost management, the soy milk segment continued to play an important role in the Company's Q1/2025 results.

The above is the Company's report on the reasons for the decrease in post-tax profit compared to the same period last year.

Sincerely,

**To:**

- As above
- IT Department
- FA Department, Administration

**CHIEF EXECUTIVE OFFICER**



*Đỗ Thành Đăng*