

No. 212/QNS-TCKT
"For the explanation of the decrease
in Consolidated PAT YoY"

Quang Ngai province, July 25, 2025

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

According to the consolidated financial statements for the period of Q2 2025, the profit after corporate income tax was (+) VND 691,002 million.

According to the consolidated financial statements for the period of Q2 2025, the profit after corporate income tax was (+) VND 546,080 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 144,922 million in profit after tax for the period of Q2 2025, equivalent to a 21% drop compared to the same period last year, as follows:

In the first half of 2025, the global economic and political situation stayed complicated, with the ongoing conflict between Russia and Ukraine, rising tensions in the Middle East, and increasing geopolitical risks in many regions. Additionally, trade tensions among major economies persisted, particularly with the United States increasing import tariffs, which led to higher trade costs and disruptions to global supply chains. Domestically, consumer demand recovered slowly, input costs increased, and exchange rate fluctuations continued to put pressure on business and production activities. In addition, new tax rules and tighter market controls—especially on product origin and trade fraud—made businesses and consumers more cautious. These factors partly affected the Company's performance during the period. Specifically:

- Sugar and Power production and trading segment: Cumulative sugar production increased by over 16% compared to the same period last year, helping to ensure a stable supply of input fuel for biomass power generation and contributing to an 11% increase in electricity output. However, despite the rise in sugar production, sales declined due to weak market demand. In addition, falling sugar prices—under pressure from price competition with liquid sugar products and untraceable sugar entering the market—also directly affected the Company's sales performance and profit margins in this segment.
- Other business segments saw a drop in sales volume compared to the same period last year, with mineral water down 6%, confectionery down 8%, and beer down 9%, continuing to be affected by market fluctuations and the incomplete recovery of consumer demand.
- Soy milk segment: Despite many challenges, this segment still achieved positive growth. Sales volume increased by nearly 7%, 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 results during this period.

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 Dăng