THANH NAM GROUP
JOINT STOCK COMPANY

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

No.125/2025/CV-TNI
Re: Explanation of revenue and profit difference in Q3/2025 compared to Q3/2024

Hanoi, Otober 30, 2025

To: STATE SECURITIES COMMISSION
HO CHI MINH CITY STOCK EXCHANGE

Name of listed organization: **THANH NAM GROUP JOINT STOCK COMPANY**

Stock code: **TNI**

Trading office: **HOSE**

Business code: 0101515686 issued by the Department of Planning and Investment of Hanoi City for the first time on July 17, 2009.

Head office address: 3rd Floor, Tower A, Golden Palace Office Building, No. 99 Me Tri Street, Me Tri Ward, Nam Tu Liem District, Hanoi City.

Our company would like to express our best regards to all agencies!

Pursuant to:

- Circular 96/2020/TT-BTC dated on November 16, 2020 of the Ministry of Finance guiding information disclosure on the stock market.
- Financial report of the third quarter of 2025 of Thanh Nam Group Joint Stock Company

Thanh Nam Group Joint Stock Company (Stock code TNI) would like to explain to your agency about the fluctuations in revenue and profit after corporate income tax on the Business results:

No.	Target	3th Quarter 2025	3th Quarter 2024	Difference Amount	Percentage rate
I	**Parent company**				
1	Revenue	126,834,886,725	219,503,624,771	(92,668,738,046)	-42%
2	Profit after corporate income	(2,754,590,755)	5,522,981,525	(8,277,572,280)	-150%
II	**Consolidated company**			-	
1	Revenue	175,040,152,086	259,844,217,420	(84,804,065,334)	-33%
2	Profit after corporate income	(2,207,806,955)	5,869,720,426	(8,077,527,381)	-138%

Reason for the Changes:

The main reason for the fluctuations in revenue and profit after corporate income tax in Q3/2025 compared to Q3/2024 is as follows:

1. Market Context of the Steel Industry in Q3/2025

Q3/2025 was a challenging period for the Vietnamese steel industry, characterized by a contrast between domestic growth and difficulties in export markets.

The industry continued to face significant pressure due to declining exports, intense competition, and narrowing profit margins, although domestic demand showed signs of recovery driven by public investment.

Sharp decline in exports: Steel export volume and value dropped by over 20–28% due to weak global demand and increased trade barriers and safeguard measures.

Intense competition and oversupply: Imported steel increased while domestic consumption was insufficient to absorb the total output, creating downward pressure on prices.

Dependence on the domestic market: The industry relied mainly on public investment and construction activities; any slowdown in these sectors would directly affect business performance.

Volatile raw material prices: The prices of iron ore, coal, and steel fluctuated strongly, making production costs and profit margins difficult to control.

Business differentiation: Export-oriented companies encountered more difficulties, while those focusing on the domestic market achieved relatively better results.

2. The Group's Response Measures and Strategies

In response to the above market fluctuations, the Company's Management proactively implemented a series of solutions to maintain market share and improve business efficiency, including:

Strict cost control: Optimizing expenses related to warehouse rental, fuel, and office operations.

Reducing short-term debt, thereby significantly lowering financial expenses.

Accepting lower short-term profit margins in order to:

Retain existing customers.

Boost sales volume.

Strengthen market position during a volatile period.

3. Results:

Revenue: In Q3/2025, the Parent Company recorded revenue of VND 126 billion, and Consolidated Revenue reached VND 175 billion, representisng a decrease compared to the same period in 2024 of 42% and 33%, respectively.

Profit: In Q3/2025, the Parent Company reported a loss of VND 2.75 billion, and the Consolidated Entity reported a loss of VND 2.2 billion. Profit decreased compared to the same period in 2024 by 150% for the Parent Company and 138% for the Consolidated Entity.

We sincerely thank you!

Recipients:

- As above;
- Accounting – Finance Department
- Administration Department

THANH NAM GROUP
JOINT STOCK COMPANY

CHỦ TỊCH HĐQT

Nguyễn Hùng Cường