THANH NAM GROUP
JOINT STOCK COMPANY

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

No.:2907/2026/CV-TNI

Ref: Explanation of the difference in revenue and profit for Q2/2026 compared to Q2/2025

Hanoi, July 29, 2026

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.
Our head office address is: 3rd Floor, Tower A, Golden Palace Office Building, 99 Me Tri Street, Me Tri Ward, Hanoi City.
Our company extends its respectful greetings to all esteemed organizations!
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 first quarter 2026 of Thanh Nam Group Joint Stock Company
Thanh Nam Group Joint Stock Company (Stock code TNI) would like to explain to your agency the fluctuations in revenue and after-tax profit in the first quarter 2026 Business Results Report compared to the same period last year as follows:

No.	Target	2th Quarter 2026	2th Quarter 2025	Difference Amount	Percentage rate
I	**Parent company**				
1	Revenue	198,282,746,626	299,329,886,297	(101,047,139,671)	-34%
2	Profit after corporate income tax	6,905,615,435	4,097,219,559	2,808,395,876	69%
II	**Consolidated company**				
1	Revenue	457,357,832,024	322,026,730,921	135,331,101,103	42%
2	Profit after corporate income tax	7,873,771,746	5,003,613,214	2,870,158,532	57%

Reason for the Changes:

The main reasons for the changes in revenue and profit after tax in Q2 2026 compared to Q2 2025 are as follows:

1. Steel Market Overview in Q2 2026

During the second quarter of 2026, Vietnam's steel industry continued to face significant challenges. Export markets remained under pressure due to weaker global demand and increasing trade protection measures, resulting in a decline in both export volume and export value compared to the same period last year.

In the domestic market, although public investment and construction activities showed signs of recovery, the pace remained uneven. At the same time, steel supply continued to exceed demand, intensifying competition and putting downward pressure on selling prices. As a result, profit margins across the industry remained under significant pressure.

2. The Company's Response and Business Strategy

In response to these market challenges, the Company's Management proactively implemented various measures to enhance operational efficiency rather than focusing solely on revenue growth, including:

- Restructuring the customer portfolio and prioritizing orders with higher profit margins while limiting low-margin transactions.
- Strengthening cost control by optimizing the cost of goods sold, improving inventory management, and enhancing working capital efficiency.
- Expanding steel processing services to maximize production capacity while maintaining strict control over manufacturing costs.
- Improving financial management and optimizing selling, administrative, and financing expenses.

In addition to its core steel business, the Group successfully launched its coffee business segment, creating a new source of revenue and profit while supporting the Group's strategy of business diversification and reducing dependence on the steel industry.

These initiatives enabled the Company to adapt effectively to market conditions, improve operational efficiency, and establish a solid foundation for sustainable long-term growth.

3. Business Performance

Parent Company

Revenue for Q2 2026 reached VND 198.3 billion, representing a decrease of 34% (equivalent to VND 101.0 billion) compared to Q2 2025.

Despite the decline in revenue, the Company successfully improved profitability through effective cost management, optimization of the cost of goods sold, and enhanced operational efficiency. As a result, profit after corporate income tax reached VND 6.9 billion, an increase of 69% (equivalent to VND 2.8 billion) compared to the same period last year.

Consolidated Results

Consolidated revenue for Q2 2026 reached VND 457.4 billion, increasing by 42% (equivalent to VND 135.3 billion) compared to Q2 2025. This growth was primarily driven by the consolidation of the new coffee business segment, which became an additional source of revenue for the Group.

Consolidated profit after tax reached VND 7.9 billion, representing an increase of 57% (equivalent to VND 2.87 billion) year-on-year. This positive performance reflects both the initial success of the Group's investment in its new coffee business and the effectiveness of its cost management and operational improvement initiatives.

Overall Assessment

Overall, the Group's Q2 2026 performance demonstrates a strategic shift from pursuing revenue growth to emphasizing quality and profitability of growth. Although the parent company's revenue declined as a result of its strategy to prioritize higher-margin business opportunities, profitability improved significantly.

Meanwhile, the consolidation of the coffee business has created a new growth driver for both consolidated revenue and earnings. This marks a promising beginning for the Group's new business segment, validating its investment strategy and laying a solid foundation for diversified and sustainable growth in the coming years.

We sincerely thank you !

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

THANH NAM GROUP JOINT STOCK COMPANY

M.S.D.N:0101515686-C.T.C.P
CÔNG TY CỔ PHẦN TẬP ĐOÀN THÀNH NAM
THÀNH PHỐ HÀ NỘI

CHỦ TỊCH HĐQT

Nguyễn Hùng Cường