THANH NAM GROUP
JOINT STOCK COMPANY

No.: 03/2026/CV-TNI
Re: Explanation of the variance in revenue and profit in Q3 2026 compared with Q3 2025

SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

Hanoi, October 30, 2026

To: **STATE SECURITIES COMMISSION OF VIETNAM**
HO CHI MINH CITY STOCK EXCHANGE

Listed company : **THANH NAM GROUP JOINT STOCK COMPANY**
Stock symbol : **TNI**
Exchange : **HOSE**

Enterprise Code: 0101515686, first registered on 17 July 2009 by the Hanoi Department of Planning and Investment.

Head office address: 3rd Floor, Tower A, Golden Palace Office Building, No. 99 Mễ Trì Street, Từ Liêm Ward, Hanoi City

We would like to extend our respectful greetings to your esteemed agencies!

Pursuant to:

- *Circular No. 96/2020/TT-BTC dated 16 November 2020 of the Ministry of Finance guiding information disclosure on the securities market.*
- *Financial Statements for Q3 2026 of Thanh Nam Group Joint Stock Company*

Thanh Nam Group Joint Stock Company (stock symbol: TNI) respectfully provides the following explanation to your esteemed agencies regarding the variance in revenue and profit after corporate income tax in the Q3 2026 Income Statement compared with the same period last year:

No.	Item	Q3 2026	Q3 2025	Difference	Ratio
I	**Parent company**				
1	Revenue	261,741,664,536	126,834,886,725	134,906,777,811	106%
2	Profit after CIT	1,521,537,276	(2,754,590,755)	4,276,128,031	155%
II	**Consolidated**				
1	Revenue	525,312,074,082	175,040,152,086	350,271,921,996	200%
2	Profit after CIT	2,794,000,182	(3,293,416,041)	6,087,416,223	185%

Reasons:

The main reasons for the variance in revenue and profit after tax in Q3 2026 compared with Q3 2025 are as follows:

1. Steel market context in Q3 2026

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The Company's steel business mainly involves trading steel in the domestic market, supplemented by the occasional import of certain steel products. Accordingly, business results are driven primarily by demand, price levels and competitive intensity in the domestic steel market, and to a lesser extent by world steel prices, exchange rates and trade policies. In 2026, domestic steel demand improved thanks to public investment disbursement and construction activity, and the Company proactively seized this opportunity to significantly expand its sales volume. Although the recovery of the real estate market remains slow, domestic steel supply remains high, and price competition from both domestically produced and imported steel remains fierce, keeping industry profit margins low, the Company's business still grew remarkably: in Q3 2026, parent company revenue increased by approximately 106% and consolidated revenue increased by approximately 200% compared with the same period last year, while profit after tax turned from a loss to a profit at both the parent company and consolidated levels.

2. The Company's response measures and strategy

In light of the above context, the Board of Management has proactively implemented a coordinated set of solutions to both expand the scale of operations and improve business efficiency, specifically:

- Restructuring the customer and product portfolio, prioritizing profitable orders, expanding relationships with quality customers and limiting low-margin orders.
- Strictly controlling cost of goods sold, closely monitoring fluctuations in domestic and imported steel prices; optimizing inventory and improving the efficiency of working capital use.
- Proactively sourcing goods from domestic manufacturers and distributors, importing supplementary products only when profitable; monitoring exchange rates and trade policies to adjust purchasing and inventory plans.
- Stepping up processing activities, making maximum use of machinery capacity while reducing production and administrative costs.
- Improving financial management efficiency, controlling selling expenses, general and administrative expenses, and financial expenses.

Alongside the steel business, the Group has been gradually implementing and putting its coffee business into operation, generating a new source of revenue and profit in the consolidated financial statements, contributing to business diversification and reducing dependence on the steel industry.

These solutions have helped the Company adapt well to market developments, improve operating efficiency and lay the foundation for a sustainable development strategy in the coming period.

3. Results:

Parent company: Revenue in Q3 2026 reached VND 261.7 billion, an increase of VND 134.9 billion (equivalent to 106%) compared with VND 126.8 billion in the same period last year, mainly due to higher domestic steel sales volume on the back of improved demand from public investment and construction projects, together with the expansion of profitable orders. Profit after corporate income tax reached VND 1.52 billion, compared with a loss of VND 2.75 billion in Q3 2025, an improvement of VND 4.28 billion and a turnaround from loss to profit. This result stems from higher revenue enabling more efficient allocation of fixed costs, together with strict control of cost of goods sold and expenses. However, given the thin margins and fierce price competition inherent in steel trading, the after-tax profit margin in Q3 2026 was only about 0.6% of revenue.

Consolidated report: Consolidated revenue in Q3 2026 reached VND 525.3 billion, an increase of VND 350.3 billion (equivalent to 200%, or approximately 3 times) compared with VND 175.0 billion in the same period last year. Of this increase, the parent company contributed approximately VND 134.9 billion (about 38.5%); the remaining approximately VND 215.4 billion (about 61.5%) came from subsidiaries, mainly from the consolidation of the coffee business, creating a new growth driver for the Group. Consolidated profit after tax reached VND 2.79 billion, compared with a loss of VND 3.29 billion in the same period last year, an improvement of VND 6.09 billion and a turnaround from loss to profit; of which the parent company contributed approximately VND 4.28 billion (about 70%), and the remaining approximately VND 1.81 billion (about 30%) came from the business results of the subsidiaries.

Overall, the Q3 2026 results show that the Group achieved growth in both scale and efficiency: revenue increased sharply and profit after tax turned from loss to profit at both the parent company and consolidated levels. This result was supported by the restructuring of orders, cost control, the contribution of the coffee business and the low comparison base of Q3 2025. Given that the steel market remains challenging and profit margins remain thin, the Group will continue to closely monitor steel prices and market demand, strengthen cost management and develop the coffee business to diversify its sources of revenue.

Thank you very much!

Recipients:

- *As above;*
- *Filed: Finance-Accounting*
- *Filed: Administration*

THANH NAM GROUP JSC

M.S.D.N: 0101516686 - C.T.C.P
CÔNG TY CỔ PHẦN TẬP ĐOÀN THÀNH NAM
THÀNH PHỐ HÀ NỘI

CHỦ TỊCH HĐQT

Nguyễn Hùng Cường