

**THANHCONG
SECURITIES COMPANY**

**THE SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness**

No.: 20/2025/TCSC/FIN-CV

Ho Chi Minh City, 23 January 2025

V/v. Explanation of the after-tax profit
fluctuation for the 4th quarter of 2024

Dear:

- THE STATE SECURITIES COMMISSION (SSC)
- VIETNAM STOCK EXCHANGE (VNX)
- HO CHI MINH CITY STOCK EXCHANGE (HOSE)

Based on:w

- The Securities Law No. 54/2019/QH14 dated November 26, 2019;
- Circular No. 96/2020/TT-BTC dated November 16, 2020, and the legal regulations on information disclosure in the stock market;
- Consolidated financial statements for the 4th quarter of 2024 of Thanhcong Securities Company.

Thanhcong Securities Company provides an explanation for the fluctuation in consolidated operating results for the 4th quarter of 2024 compared to the 4th quarter of 2023, as follows:

Unit: VND

Items	The 4th quarter of 2024	The 4th quarter of 2023	Fluctuation (+/-)	Fluctuation (%)
1	2	3	4=(2-3)	5=4/3
Total Income	55.279.278.003	42.991.372.763	12.287.905.240	28,58%
<u>Among which, the main income items are:</u>				
- Income from financial assets at fair value through profit or loss (FVTPL)	9.192.248.920	5.329.117.884	3.863.131.036	72,49%
- Interests from held-to-maturity investments (HTM)	5.798.513.202	3.778.048.832	2.020.464.370	53,48%
- Income from available-for-sale financial assets (AFS)	7.982.272.000	1.630.900.000	6.351.372.000	389,44%
- Brokerage fee income	6.493.478.493	6.197.372.827	296.105.666	4,78%
- Income from margin loans	19.670.106.212	20.986.223.220	(1.316.117.008)	-6,27%
- Financial income	534.369.843	4.155.477.419	(3.621.107.576)	-87,14%
Total Expenses	56.626.485.420	38.264.337.727	18.362.147.693	47,99%
<u>Among which, the main expenses items are:</u>				
- Operating expenses	30.143.696.175	17.987.048.881	12.156.647.294	67,59%
- Financial expenses	13.093.358.811	8.267.952.278	4.825.406.533	58,36%
- General and administration expenses	12.395.662.198	11.780.059.161	615.603.037	5,23%
Accounting profit before tax	(1.347.207.417)	4.727.035.036	(6.074.242.453)	-128,50%
Accounting profit after tax	2.693.767.598	4.962.110.699	(2.268.343.101)	-45,71%



Explanation:

The total consolidated after-tax profit for the 4th quarter of 2024 recorded a gain of 2,69 billion VND, a decrease of 45,71% compared to the 4th quarter of 2023 (profit of 4,96 billion VND), mainly due to the following factors:

- Total income for the 4th quarter of 2024 was 55,28 billion VND, an increase of 12,3 billion VND, equivalent to a 28,6% increase compared to the same period in 2023. The company recorded strong growth in income from available-for-sale financial assets (AFS), income from financial assets at fair value through profit or loss (FVTPL), income from held-to-maturity investments (HTM) and brokerage fee income, with respective increases of 389,4%, 72,5%, 53,5% and 4.8% compared to the 4th quarter 2023.
- However, total expenses for the 4th quarter of 2024 amounted to 56,63 billion VND, an increase of 18,4 billion VND, equivalent to an almost 48% increase compared to the same period in 2023. Accordingly, operating expenses in the 4th quarter of 2024 saw a significant increase of over 12 billion VND, rising by 67,6% compared to the same quarter last year. The main reason for this increase was the losses from disposals of FVTPL financial assets, which recorded a loss of 16,1 billion VND in the 4th quarter of 2024, an increase of more than 8 billion VND compared to the 4th quarter of 2023. In addition, financial expenses in the 4th quarter of 2024 increased by 4,8 billion VND, which represents a 58,4% increase compared to the 4th quarter of 2023.
- As a result, the total consolidated after-tax profit for the 4th quarter of 2024 was a gain of 2,69 billion VND, a decrease of 45,71% compared to the 4th quarter of 2023.

Respectfully,

To:

- *As above;*
- *Save: Documentary, FIN.*

GENERAL DIRECTOR 

NGUYEN DUC HIEU 