

**No:04/2025/CV-FGL**

*Gia Lai, January 18<sup>th</sup>, 2025*

*"Regarding the explanation of profit after tax shifting from loss in the same period of the previous year to profit in this period"*

**Kind attention: HANOI STOCK EXCHANGE**

Pursuant to Clause 4, Article 11, Chapter III of Circular 155/2015/TT-BTC issued on October 6, 2015 and effective from January 1, 2016 of the Ministry of Finance guiding the Disclosure of Information on the Stock Market, Gia Lai Coffee Joint Stock Company would like to explain the case where the consolidated profit after corporate income tax for the fourth quarter financial reporting period ending on December 31, 2024 has changed from loss to profit compared to the same period in 2023.

**Unit: VND**

<b>Items</b>	<b>Quarter 4 of 2024</b>	<b>Quarter 4 of 2023</b>
Profits after corporate income tax	3,955,616,193	(2,958,120,894)

The consolidated profit after corporate income tax of Gia Lai Coffee Joint Stock Company for the fourth quarter financial reporting period ending December 31, 2024 changed from loss to profit compared to the same period in 2023 due to the following factors:

+ In the fourth quarter of 2024 financial statements, the majority of green coffee produced in 2024 was sold at a dramatically higher price than in 2023. The price of Robusta green coffee in the fourth quarter of 2024 ranged from 120,000 to 131,000 VND/kg, twice as high as the price of Robusta green coffee in the fourth quarter of 2023, which ranged from 55,000 to 68,000 VND/kg. Coffee prices have reached a record of 131,000 VND/kg, the highest level in the past 27 years. Coffee sales revenue in the fourth quarter of 2024 reached 15.5 billion, while the cost of coffee sold was only about 9 billion, so the gross profit from sales reached nearly 6.5 billion. After deducting business management expenses (1 billion) and financial expenses (1.5 billion), net profit from business activities reached more than 3.8 billion. Meanwhile, in the fourth quarter of 2023, coffee sales revenue only reached more than 11 billion, the cost of 11.5 billion exceeded the revenue and was not enough to cover business management expenses (1 billion); financial expenses (1.8 billion); leading to a net profit from business activities loss of more than 3 billion

+ The cost of coffee sold in the fourth quarter of 2024 also decreased compared to the same period in 2023, due to the dismantling of coffee areas for replanting, leading to depreciation costs of fixed assets of perennial gardens also decrease.

+ On the other hand, financial expenses (interest expenses) in the third quarter of 2024 decreased by VND 214,951,700 compared to the same period in 2023, because the company paid part of the principal of the loans.

By this document, Gia Lai Coffee Joint Stock Company respectfully explains to the State Securities Commission that the after-tax profit in the fourth quarter financial reporting period ending on December 31, 2024 has changed from loss to profit compared to the same period in 2023.

**Recipients**

- Board of Directors, Supervisory Board;
- Finance Department;
- Document archive.

**GIA LAI COFFEE JOINT STOCK COMPANY**



**TỔNG GIÁM ĐỐC**  
*Nguyễn Công Tiến*

