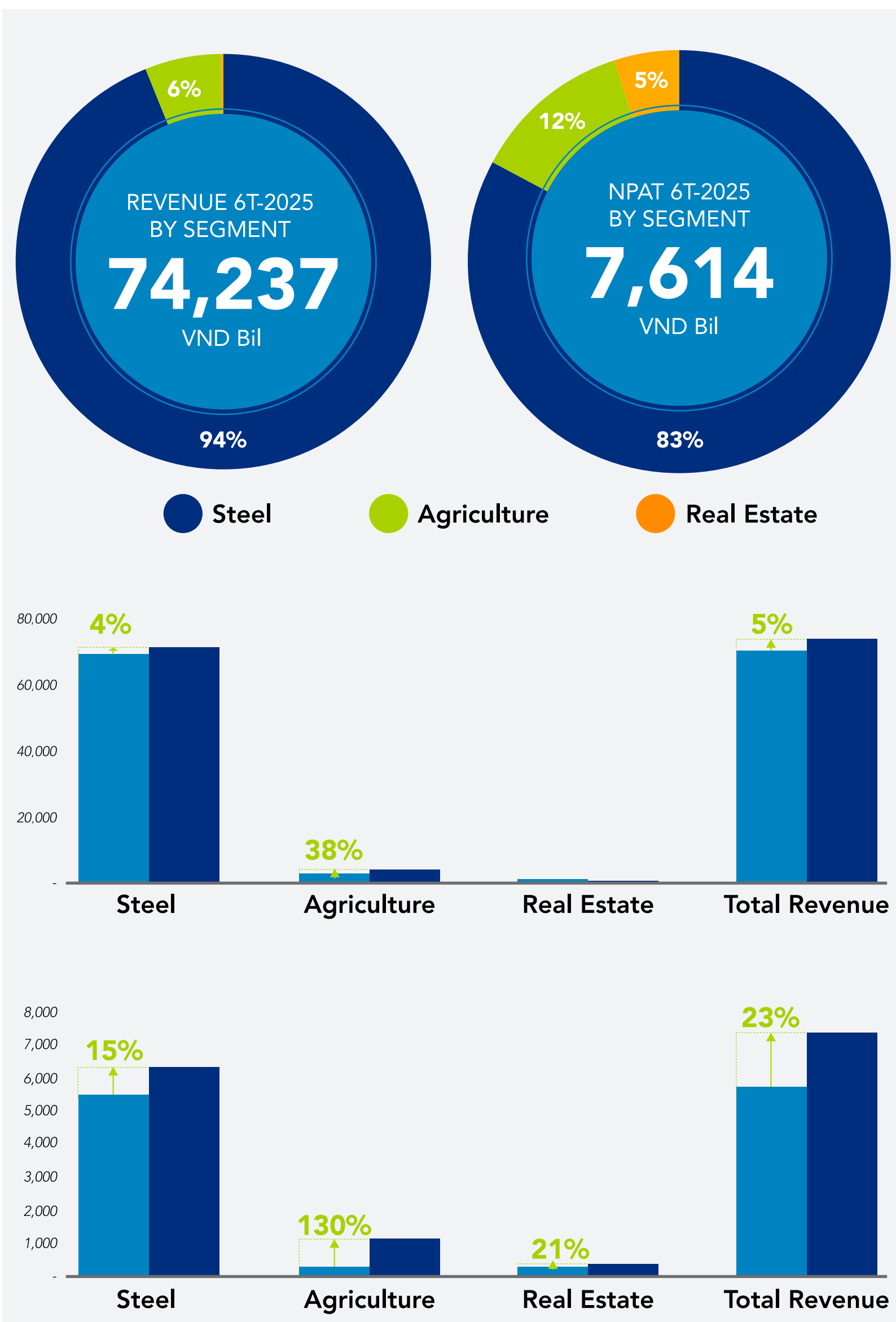


## **QUARTER II - 2025**







### Q2-2025 FINANCIAL PERFORMANCE

Q2-2025, Hoa Phat's consolidated revenue reached VND 36.286 billion, a decrease of VND 3.650 billion, equivalent to a 9% y-o-y Profit after tax was VND 4.265 billion, a increase of VND 945 billion, equivalent to a 28% rise y-o-y. For the first half of 2025, the Group reported consolidated revenue of VND 74.237 trillion and profit after tax of VND 7.614 trillion, fulfilling 44% and 51% of its annual targets, respectively.

### STEEL AND AGRICULTURE SEGMENTS RECORD STRONG GROWTH

In the first half of 2025, Hoa Phat Group produced 5.1 million tonnes of crude steel, up 17% compared to the same period last year. Sales of HRC, construction steel, high-quality steel, and billets reached 5 million tonnes, marking a 23% increase year-on-year. Notably, hot-rolled coil (HRC) volumes surged by 42% over the first half of 2024. Steel pipe and coated steel sales volumes stood at 402,000 tonnes and 200,000 tonnes, respectively. The steel segment contributed 94% of the Group's consolidated revenue and 84% of its after-tax profit.

The agriculture segment also delivered outstanding results, with net revenue reaching VND 4.324 trillion and after-tax profit hitting VND 939 billion—representing year-on-year growth of 38% and 130%, respectively. This segment was the second-largest contributor, accounting for 5% of consolidated revenue and 12% of after-tax profit.

Meanwhile, the real estate segment made the smallest contribution, accounting for just 1% of revenue and 4% of after-tax profit.

### TOTAL ASSETS

**242,225** VNDb  
**9,462** USDm

### TOTAL EQUITY

**122,360** VNDb  
**4,780** USDm

### REVENUE

**36,286** VNDb  
**1,417** USDm

### EBITDA

**7,753** VNDb  
**303** USDm

### NPAT

**4,265** VNDb  
**167** USDm

### FINANCIAL HIGHLIGHT

		Q2-25	Q2-24	1H-25	1H-24
Revenue	VNDb	36,286	39,936	74,237	71,029
COGS	VNDb	29,321	34,308	61,518	61,006
Gross profit	VNDb	6,590	5,247	12,014	9,401
Gross margin	%	18%	13%	16%	13%
EBITDA	VNDb	7,754	6,520	14,181	12,578
EBITDA margin	%	21%	19%	19%	18%
NPAT	VNDb	4,265	3,320	7,614	6,189
Net margin	%	12%	9%	10%	9%
Total assets	VNDb	242,225	201,940	242,225	224,490
Total equity	VNDb	122,360	105,625	122,360	114,647
ROA	%			3%	3%
ROE	%			7%	6%

(Sources: <https://www.hoaphat.com.vn/investor-relations/financial-report>)

### HOA PHAT'S CONSTRUCTION STEEL SUPPLY TO THE DOMESTIC MARKET REACHED AN ALL-TIME HIGH. THE OUTPUT OF HOT-ROLLED COIL (HRC) ALSO INCREASED, DRIVEN BY THE COMMENCEMENT OF TRIAL PRODUCTION FROM THE DUNG QUAT 2 PROJECT.

The year 2025 marks a pivotal transition period for Vietnam's steel industry amid the broader post-crisis economic recovery and the rise of global trade barriers. Heightened tariffs imposed by major economies like the United States have intensified pressure across the global steel market, triggering a chain reaction that is driving supply chain restructuring as countries seek to reduce reliance on the U.S. and pivot toward alternative markets. In this evolving landscape, nations are being urged to strengthen domestic consumption as a key growth driver, while steel enterprises must enhance their production autonomy and input security.

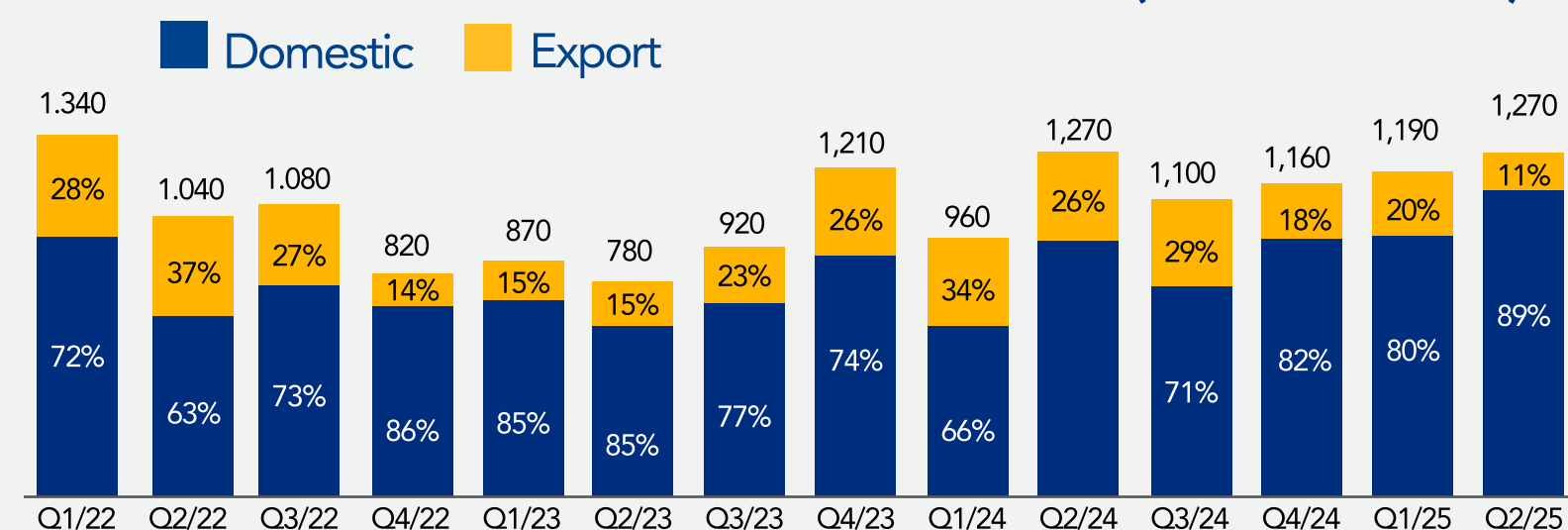
In the first half of 2025, Vietnam's GDP grew by 7.52% year-on-year. Nationwide industrial production rose by 9.2%, with the manufacturing and processing sector increasing by 11.1%. Investment activity expanded by 9.8%, with public investment surging 14.1%, helping to boost domestic steel demand. Large-scale public investment packages—particularly in transportation infrastructure, energy, and social housing—were aggressively rolled out from late 2024 into 2025.

According to the Vietnam Steel Association (VSA), total finished steel production in the first six months of 2025 reached 15.8 million tonnes, up 9.7% year-on-year. Not only did output increase, but domestic consumption also improved significantly, with total steel sales rising to 15.7 million tonnes, a 10% increase. However, exports dropped sharply to 2.8 million tonnes, down 32.5% compared to the same period last year.

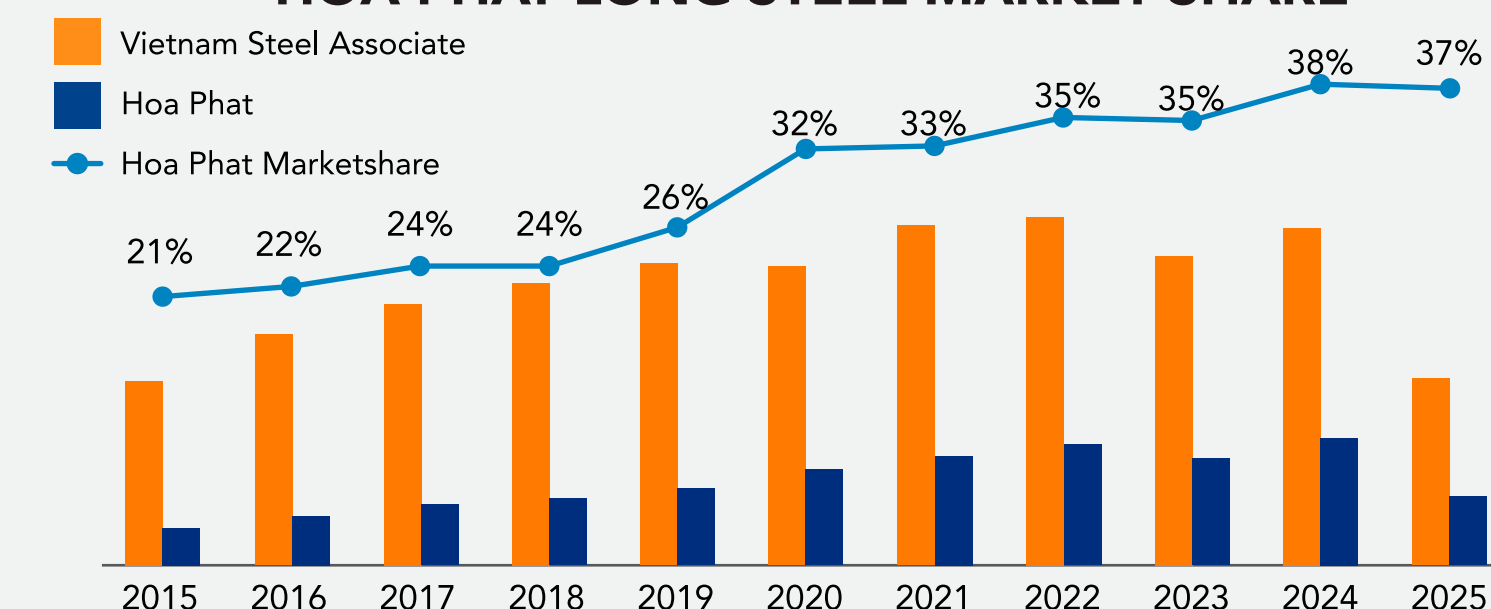
Hoa Phat's construction steel sales in H1 2025 totaled 2.46 million tonnes, up 10% year-on-year. In Q2 alone, the Group sold 1.27 million tonnes, marking a 6% increase from Q1 2025. Notably, Hoa Phat set a new record for quarterly construction steel deliveries to the domestic market, exceeding 1.1 million tonnes—a strong indicator of recovery in domestic demand.

For hot-rolled coil (HRC) products, the first blast furnace and rolling mill of the Dung Quat 2 Integrated Steel Complex Project commenced trial operations in the first half of 2025, gradually delivering output to the market. This helped steadily increase the total volume of HRC produced and supplied by the Group each quarter. Total HRC consumption in 1H-2025 reached 2.2 million tonnes, up 40% compared to the same period last year. Of this, 2Q-2025 accounted for over 1.2 million tonnes, up 20% from 1Q-2025. Once the trial phase is completed, HRC output from Dung Quat 2

### LONG STEEL DOMESTIC AND EXPORT VOLUMES (THOUSAND TON)

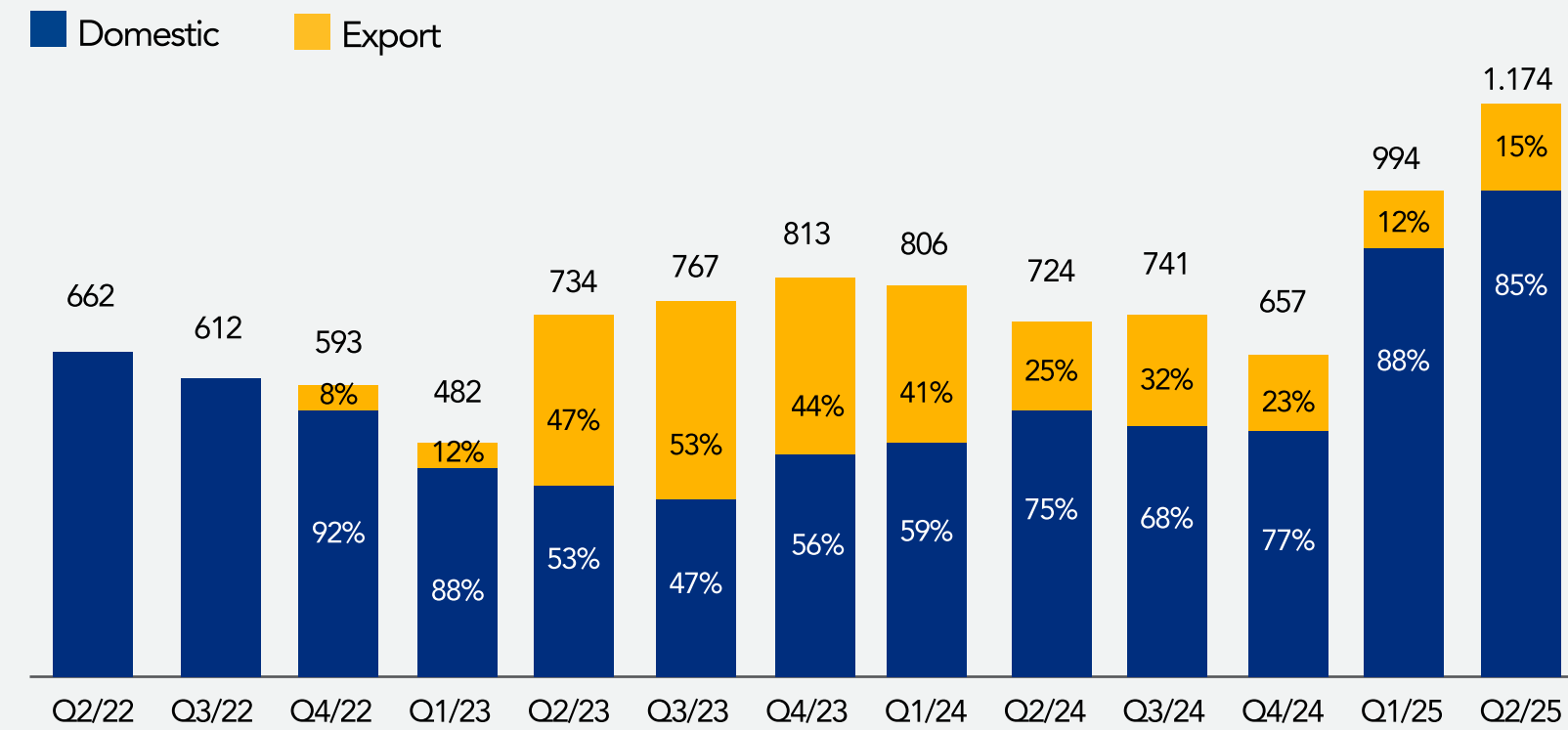


### HOA PHAT LONG STEEL MARKET SHARE

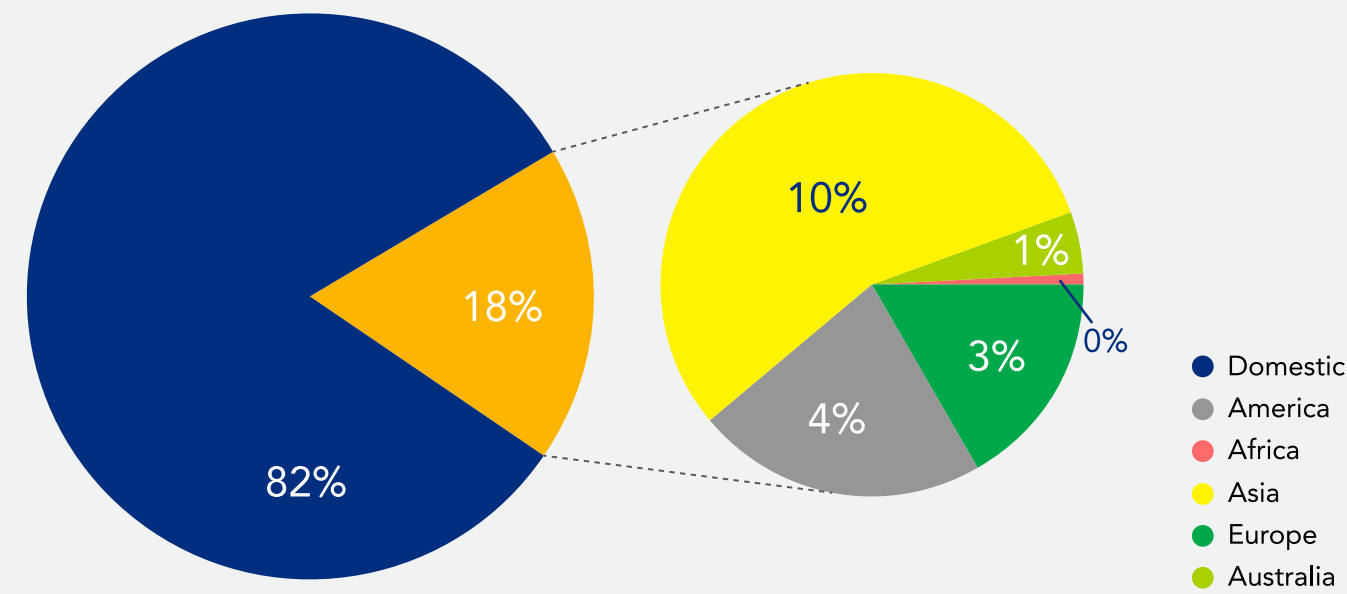




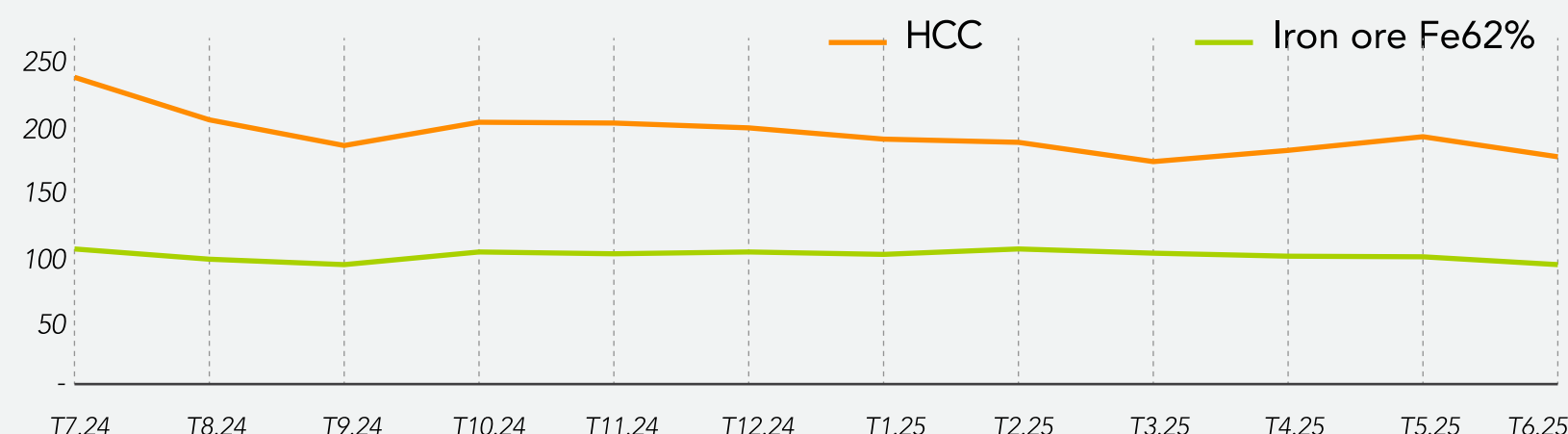
### HRC DOMESTIC AND EXPORT VOLUMES (THOUSAND TON)



### NET SALE REVENUE BY CONTINENT



### IRON ORE FE62% & HCC PRICE



is expected to significantly boost the Group's revenue and profit, marking a breakthrough for growth in the second half of the year.

Since March 2025, Vietnam has imposed provisional anti-dumping duties on HRC products originating from China, with a formal decision to apply definitive measures issued in early July 2025. This move aligns with the global trend toward protecting domestic industries, fostering a self-reliant manufacturing base, and ensuring a fair and transparent competitive environment.

### DIVERSIFYING MARKETS TO REDUCE DEPENDENCY, AND ENSURING TRANSPARENCY IN PRODUCT ORIGIN TO ENHANCE ACCEPTANCE IN EXPORT MARKETS.

In the export market, Hoa Phat Group currently supplies products to 45 countries and territories worldwide. Maintaining a strategy that prioritizes domestic market share, the Group keeps export volumes at a moderate level and avoids overreliance on any single market to mitigate sudden risks from trade barriers. In Q2 2025, exports accounted for 15% of HRC and 11% of construction steel sales. Net export revenue in the first half of 2025 reached VND 13.5 trillion, representing 18% of total consolidated net revenue—down from 37% in Q2 2024.

Amid heightened trade tensions and risks in major markets such as the U.S. and EU, the Group has strategically shifted focus toward high-demand and lower-barrier markets, including Southeast Asia and the Middle East. Nonetheless, with a deeply integrated steel ecosystem, Hoa Phat remains confident and proactive in engaging with trade defense investigations to sustain access to challenging markets.

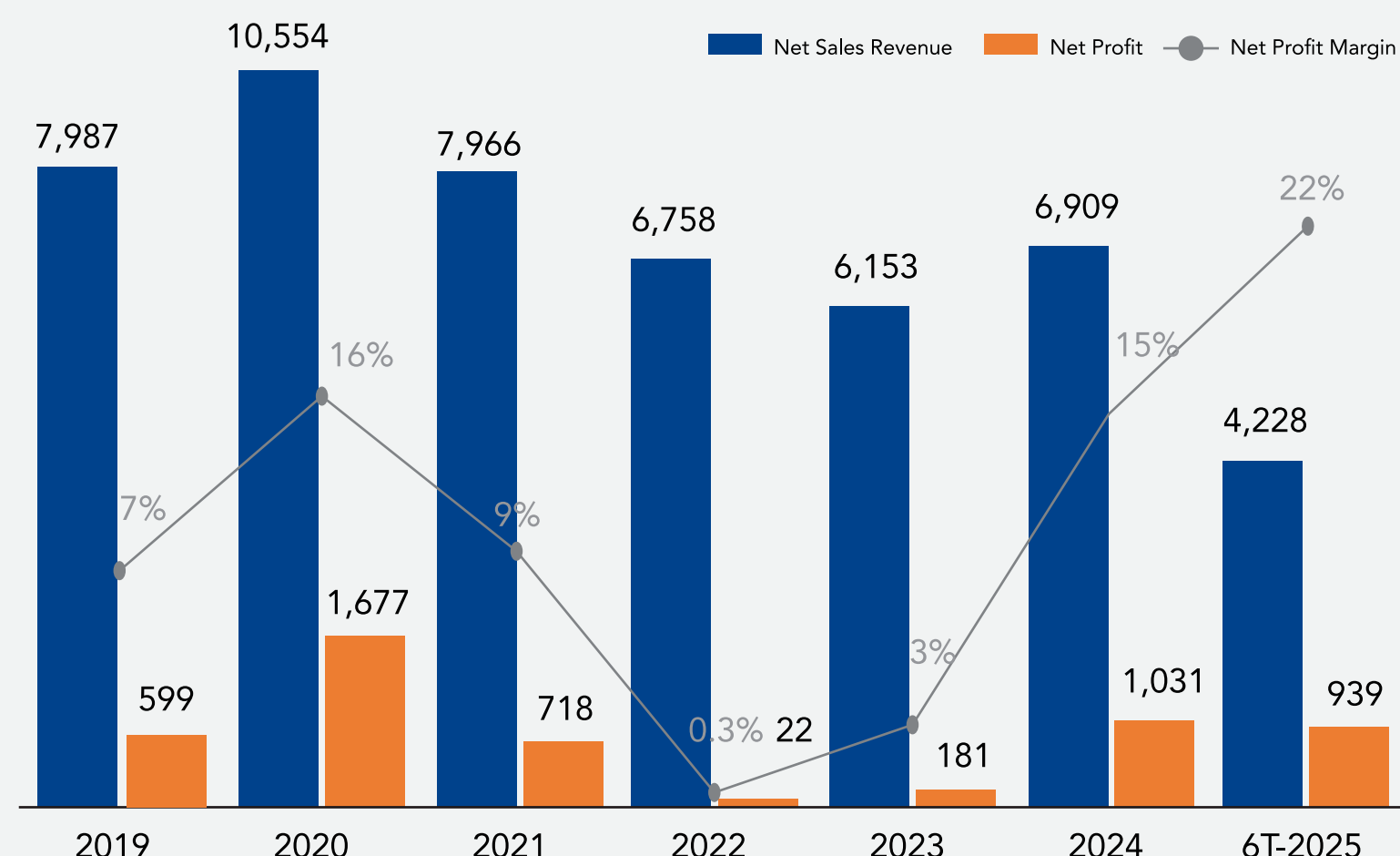
In May 2025, Hoa Phat Steel Pipe successfully demonstrated that its export products to the U.S. were made from Vietnamese-origin inputs, resulting in a favorable ruling—exempting the company from anti-dumping and countervailing duties in a trade circumvention investigation. In July 2025, Hoa Phat also received confirmation that its HRC products would not be subject to anti-dumping duties when exported to the EU.

### RAW MATERIAL PRICES ARE TRENDING DOWNWARD, CONTRIBUTING TO IMPROVED PROFIT MARGINS.

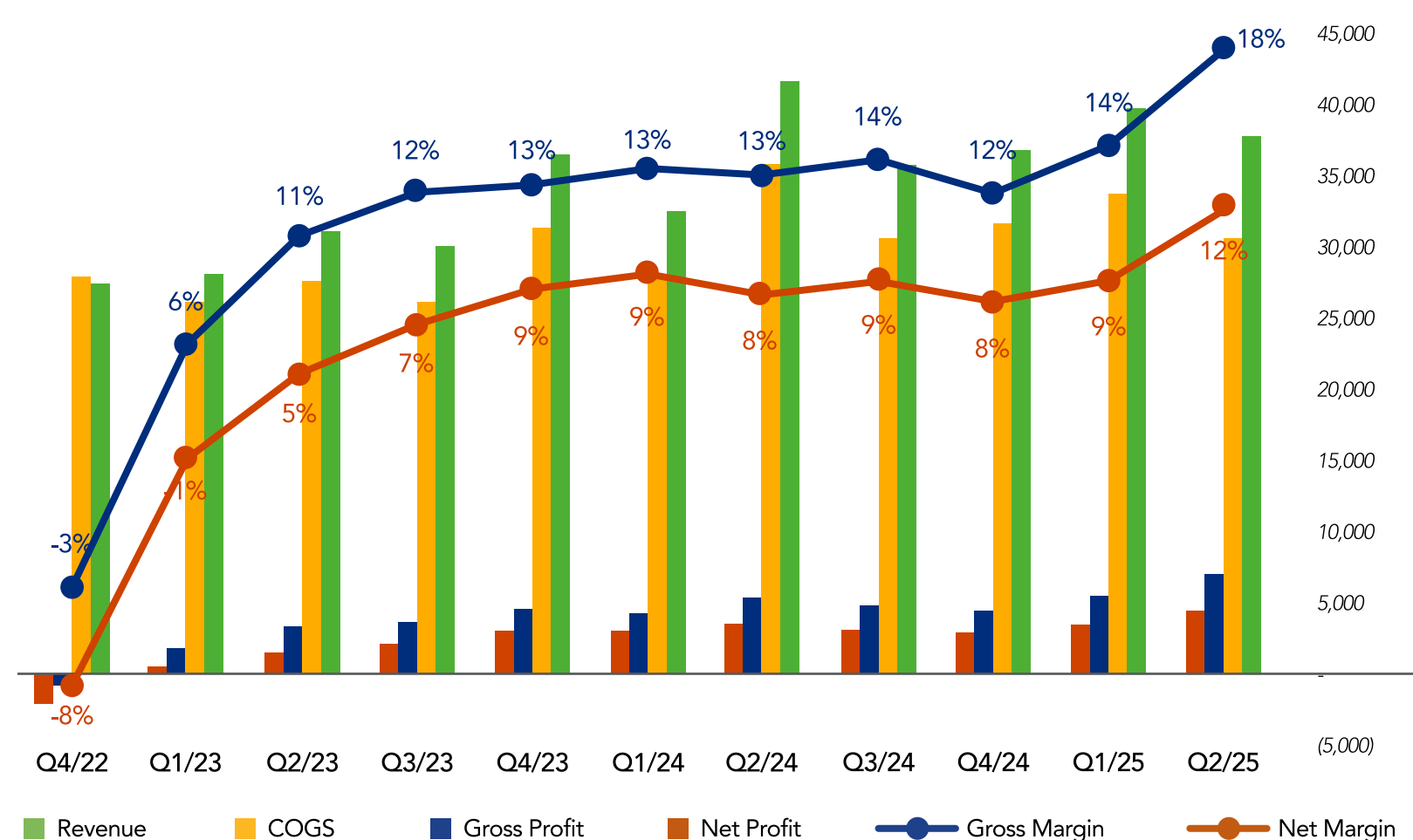
The ongoing steel oversupply in China—the world's largest steel consumer—combined with escalating global trade tensions and a surge in tariff barriers from the U.S. and other countries, has shaped a downward trend in raw material prices for steel production in recent months. In the first half of 2025, the average price of iron ore stood at USD 101 per tonne, down 14% compared to the same period in 2024 (H1 2024 average: USD 118). Meanwhile, the average price of coking coal plunged 33% year-on-year to USD 185 per tonne (H1 2024 average: USD 275). Hoa Phat has



AGRICULTURE FINANCIAL PERFORMANCE 2019 - 6T-2025



KẾT QUẢ KINH DOANH HỢP NHẤT 2022 – 6T-2025



managed to maintain tight control over its steel production costs. The steel segment's profit margin in Q2 2025 rose to 10%, up from 8% in Q1 2025, reflecting improved operational efficiency and favorable input pricing.

## STRICT OPERATIONAL CONTROL ENABLES THE AGRICULTURE SEGMENT TO REAP THE REWARDS.

Hoa Phat's agriculture segment comprises two core operations: animal feed production and the farming of pigs, cattle, and layer chickens. In 2024, this segment delivered strong business results and continued to perform exceptionally well in 2025. As a highly specialized sector, it is heavily influenced by cyclical factors and disease outbreaks. Live hog prices remained elevated due to a severe supply shortage caused by African swine fever, storm-related losses, tighter controls on smuggled meat, and increasingly stringent regulations under the 2025 Animal Husbandry Law, which have forced many small-scale farms to cease operations due to non-compliance. Hoa Phat's agricultural operations are tightly managed in terms of biosecurity and disease prevention, enabling the Group to maintain stable production capacity and capitalize on the market's upward cycle.

In 1H-2025, net revenue from the Agriculture segment reached VND 4,228 billion, up 38% year-on-year (1H-2024: VND 3,059 billion). After-tax profit hit VND 939 billion, nearly matching the full-year 2024 figure (VND 1,040 billion), representing a 130% increase compared to the same period last year (1H-2024: VND 408 billion). The Group's profitability indicators reached their highest levels in the past three years, with a gross profit margin of 18% and a net profit margin of 12%.







### UPDATE ON HOA PHAT GROUP'S KEY STEEL PROJECTS IN 2025

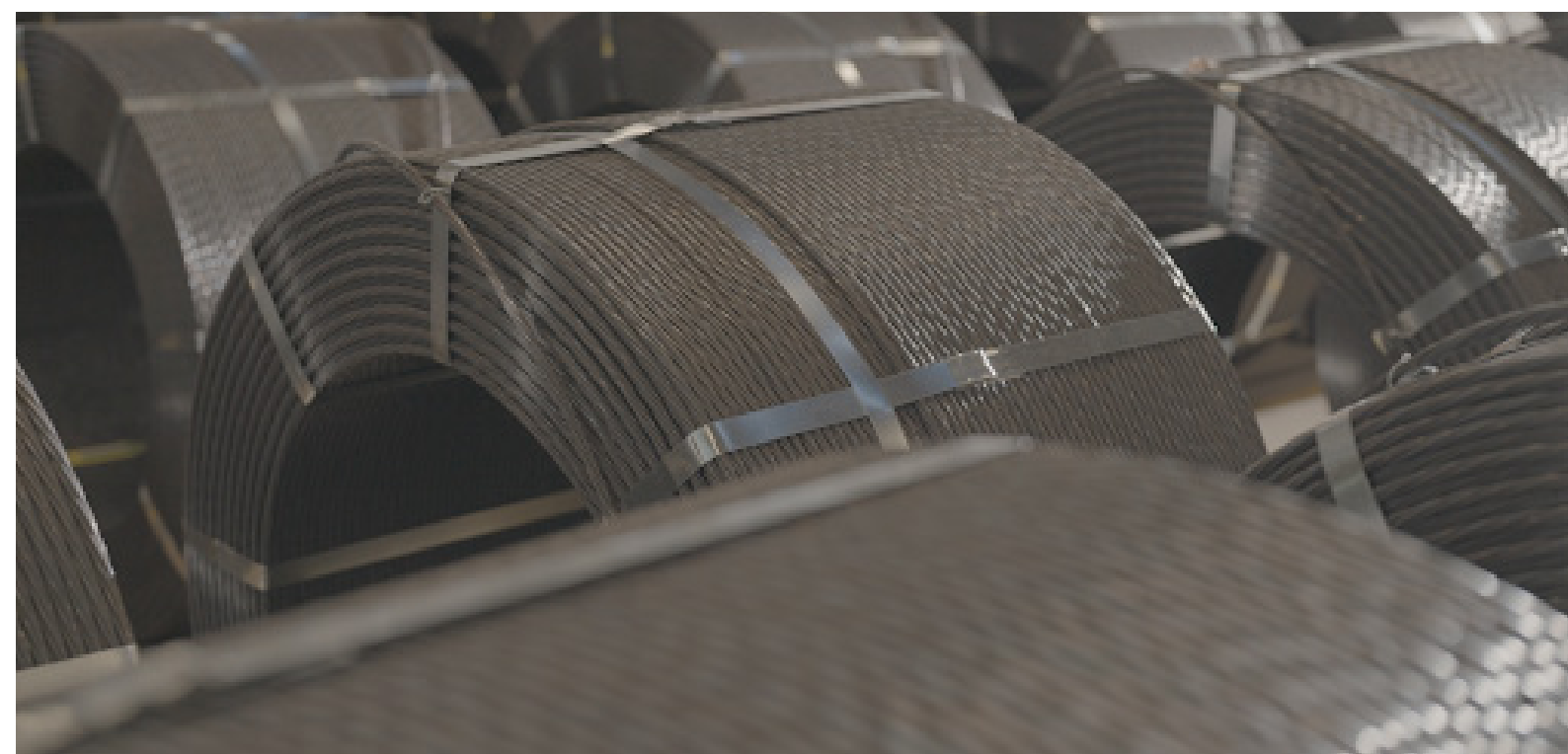
The Hoa Phat Dung Quat 2 Integrated Steel Complex has progressed on schedule, with the project's first blast furnace and rolling line entering trial operation and delivering finished products to meet market demand in the first half of the year. The complex is set to be fully operational by Q3 2025, positioning the Group for a breakthrough in revenue growth during the second half of the year compared to the first.

Since the beginning of 2025, Hoa Phat has invested an additional VND 10.7 trillion (excluding taxes) across the Group, with the bulk allocated to the Dung Quat 2 project. Medium- and long-term borrowings for equipment, as well as working capital loans and inventory levels, have risen in line with the expansion of production capacity. Once completed, Dung Quat 2 will boost Hoa Phat's total steel output to 16 million tonnes per year, including 9 million tonnes of hot-rolled coil—enough to fully meet domestic demand for this product.



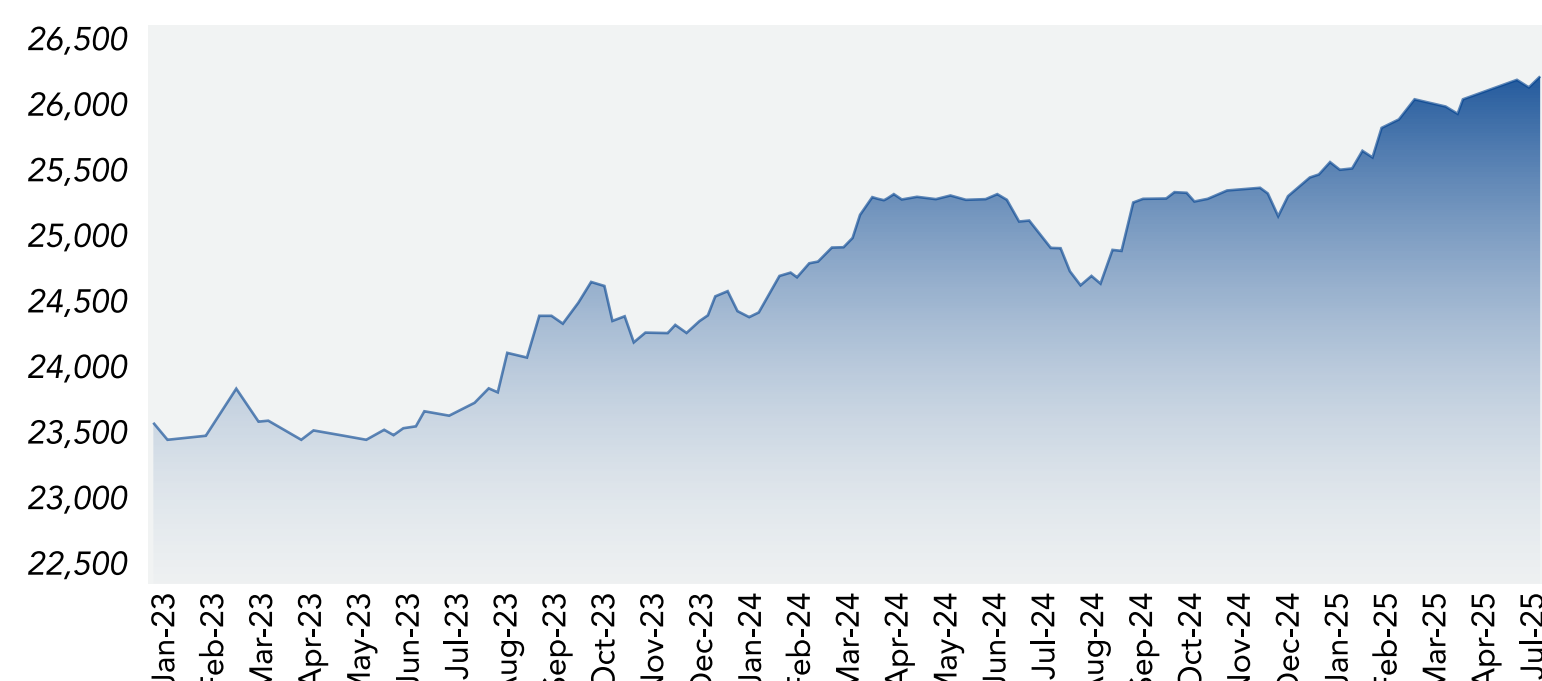
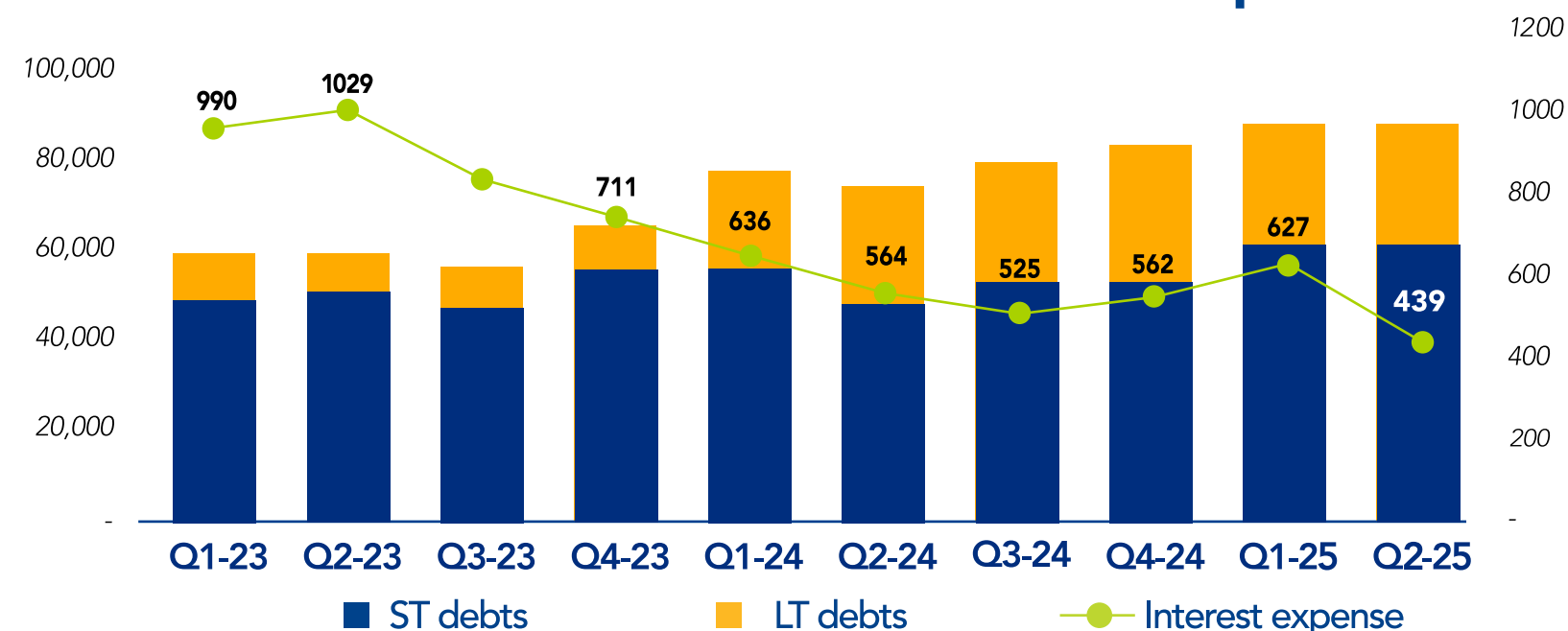
On August 19, 2025, Hoa Phat will break ground on a new facility in Dung Quat, Quang Ngai, specializing in high-speed rail tracks and special structural steel. The plant will supply key national infrastructure projects such as the North-South high-speed railway, the Hai Phong–Hanoi–Lao Cai railway, and several urban rail transit systems in Hanoi and Ho Chi Minh City. With a total capacity of 700,000 tonnes per year, the plant will produce a wide range of rail and structural steel products for various applications.

In addition, Hoa Phat is advancing its high-quality steel project, with casting and rolling equipment already ordered and currently being imported. The facility is expected to be completed and operational by the end of 2026, with an annual capacity of 500,000 tonnes. The plant will produce technologically advanced and high-value steel products, including steel cord and bead wire for tires, cold-stamping steel, prestressed steel, non-alloy spring steel, wire rope steel, and precision fastener steel—addressing critical supply shortages in the domestic market. This project is poised to significantly boost the Group's business performance and expand its profit margins.

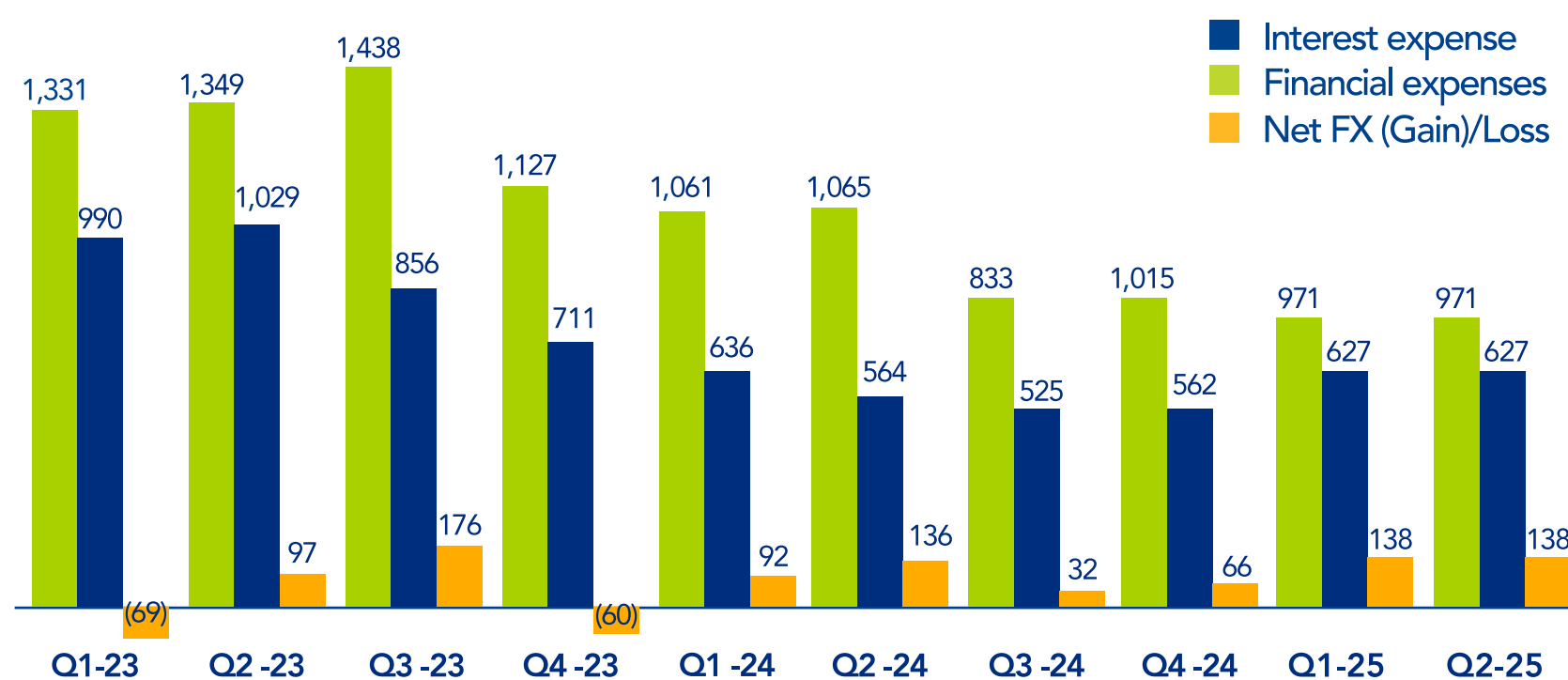




### Hoa Phat bank debt and interest expense



### Hoa Phat's financial expenses



### BORROWINGS INCREASED IN LINE WITH THE SCALE OF PRODUCTION. SHARP RISE IN EXCHANGE RATES LED TO FOREIGN EXCHANGE LOSSES.

In Q2-2025, Hoa Phat's financial expenses declined by 8% year-on-year (Q2-2024: VND 1,065 billion), remaining roughly flat compared to the previous quarter. The cost structure saw a shift, with a higher proportion stemming from foreign exchange losses, while interest expenses decreased.

As of the end of Q2-2025, the Group's total outstanding debt stood at over VND 90 trillion, an increase of VND 7.63 trillion since the beginning of the year. This rise is attributable to the disbursement of medium- and long-term loans used to finance ongoing investment projects and increased working capital loans to support input needs for the Dung Quat 2 Project. Despite the higher debt, interest expenses did not increase proportionally, as a significant portion of interest on loans related to projects still under construction has been capitalized.

Q2-2025 also witnessed heightened trade defense tensions from the United States, alongside a sharp rise in the USD exchange rate. Inflationary pressures, driven by tariffs and already weak inflation indicators, prompted the Federal Reserve to remain cautious and hold off on interest rate cuts. U.S. interest rates remained elevated, attracting global capital flows and pushing the dollar to unprecedented levels—nearly 800 points higher than at the end of 2024. This was especially evident in Q2-2025, as retaliatory tariffs under Trump's trade policies continued to roll out, impacting multiple countries, including Vietnam.

During the first half of the year, realized foreign exchange gains and losses from currency-denominated transactions remained relatively balanced at around VND 200 billion. However, exchange rate movements toward the end of Q2 led to unrealized foreign exchange losses exceeding VND 300 billion, primarily due to the revaluation of foreign currency-denominated monetary items. The total foreign exchange loss recognized by Hoa Phat in Q2-2025 was VND 330 billion.

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