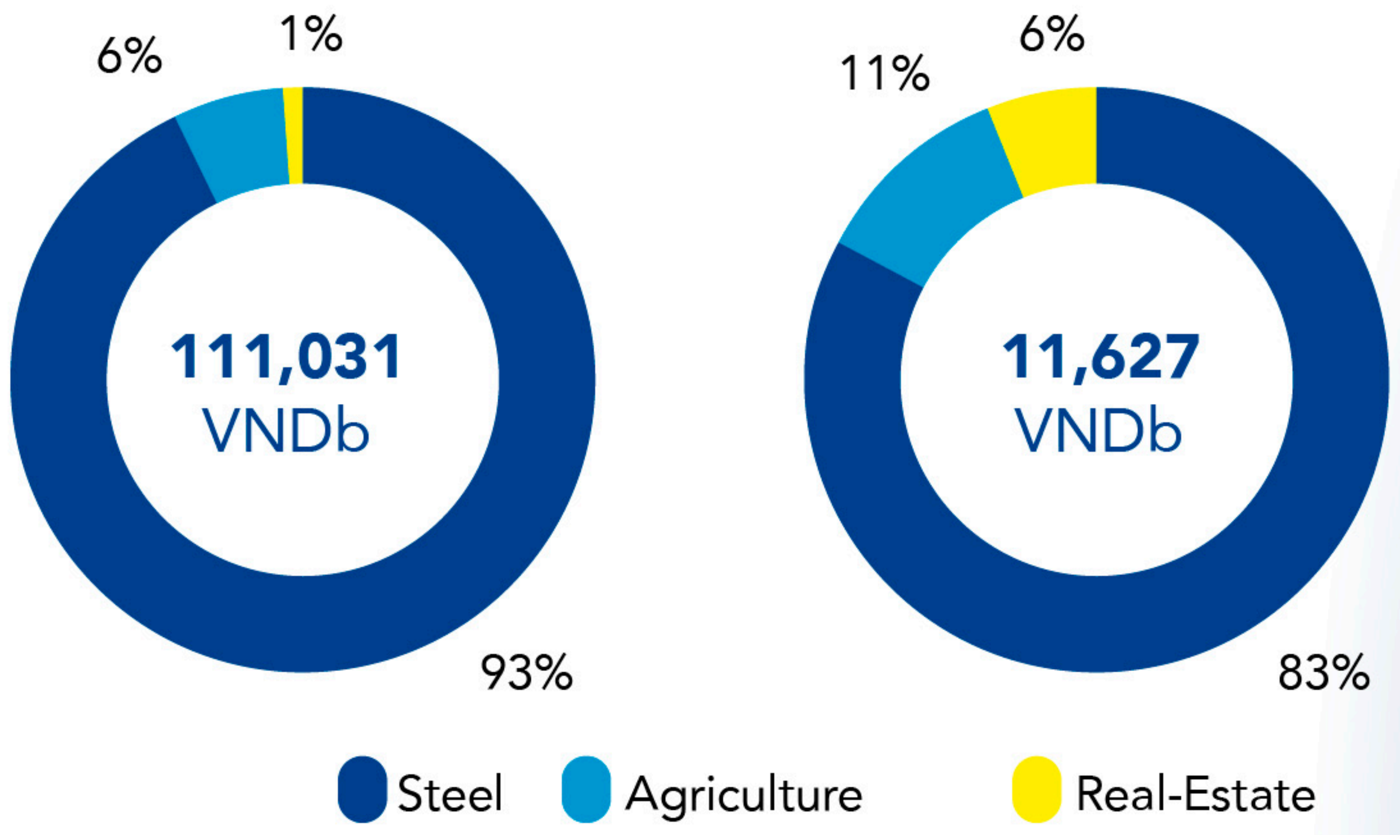
HÒA PHÁT®

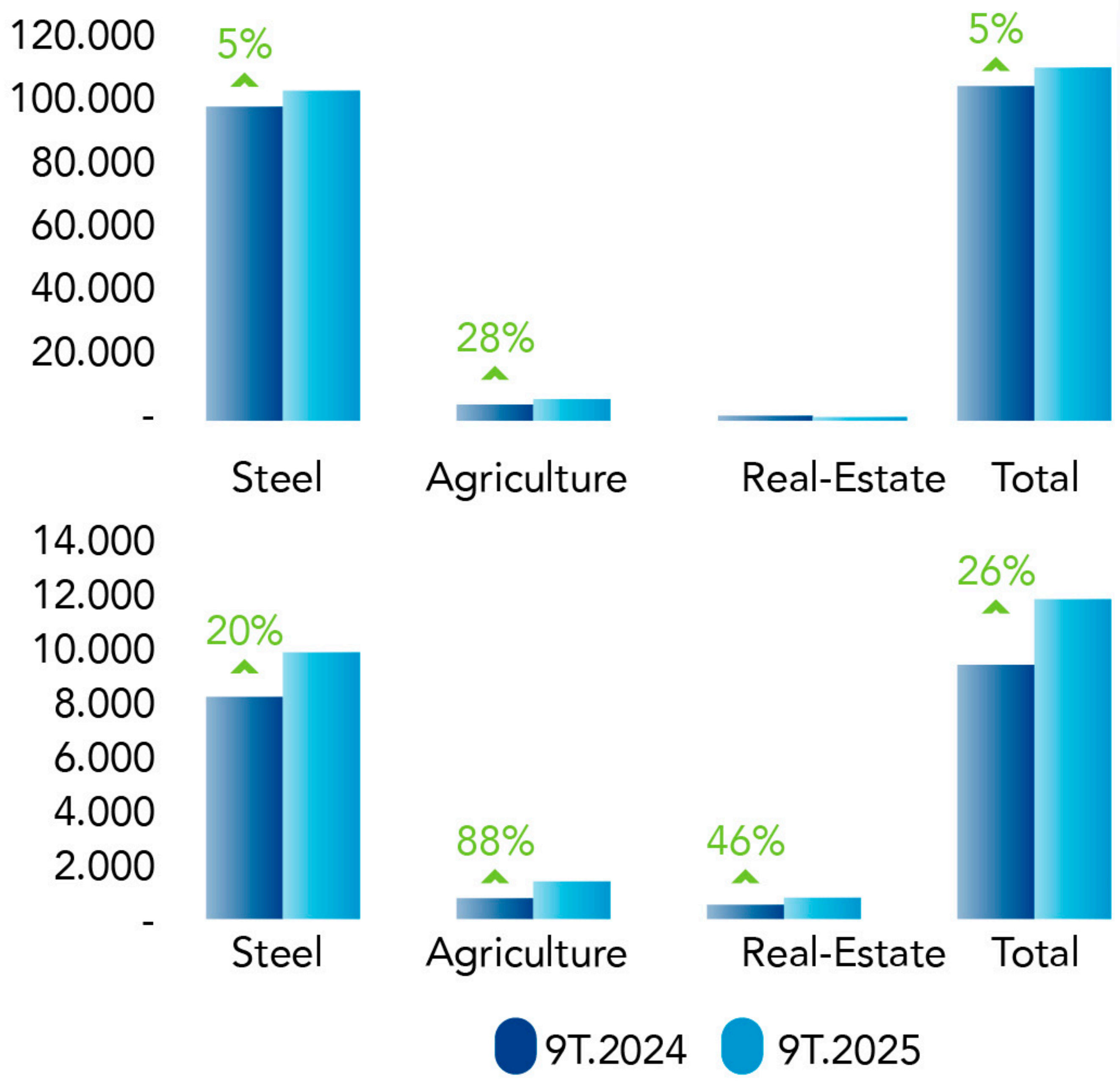
HARMONY FOR JOINT DEVELOPMENT

HOA PHAT GROUP QUARTER SUMMARY

QUARTER III - 2025

REVENUE 9M-2025 BY SEGMENT | **NPAT 9M-2025 BY SEGMENT**





Q3-2025 FINANCIAL PERFORMANCE

In the third quarter of 2025, Hoa Phat Group reported consolidated revenue of VND 36,794 billion, representing an increase of VND 2,494 billion, equivalent to 7% compared to the same period last year. Consolidated profit after tax reached VND 4,012 billion, marking a robust growth of 33% year-on-year. For the first nine months of 2025, the Group recorded total consolidated revenue of VND 111,031 billion and profit after tax of VND 11,627 billion, completing 65% and 78% of its annual targets, respectively.

QUARTER III - 2025

TOTAL ASSETS	246,171 VNDb	9,616 USDm
TOTAL EQUITY	127,516 VNDb	4,981 USDm
REVENUE	36,794 VNDb	1,437 USDm
EBITDA	7,871 VNDb	293 USDm
NPAT	4,012 VNDb	157 USDm

THE STEEL AND AGRICULTURE SECTORS BOTH RECORDED POSITIVE GROWTH COMPARED TO THE SAME PERIOD LAST YEAR.

In the first nine months of 2025, Hoa Phat Group produced 7.9 million tons of crude steel, representing a 22.5% increase compared to the same period last year. Total sales volume of HRC, construction steel, high-quality steel, and steel billets reached 7.4 million tons, up 22% year-on-year. Notably, hot-rolled coil (HRC) output surged by 51% compared to the first nine months of 2024. Sales volumes of steel pipes and galvanized steel sheets amounted to 628 thousand tons and 320 thousand tons, respectively. The steel segment continued to serve as the Group's primary revenue driver, contributing 93% to consolidated revenue and 83% to consolidated net profit.

The agriculture segment also delivered outstanding performance, recording net revenue of VND 6,259 billion and profit after tax of VND 1,297 billion, equivalent to year-on-year growth of 28% in revenue and 88% in profit. This segment accounted for 6% of total consolidated revenue and 11% of consolidated profit after tax, ranking as the Group's second-largest contributor.

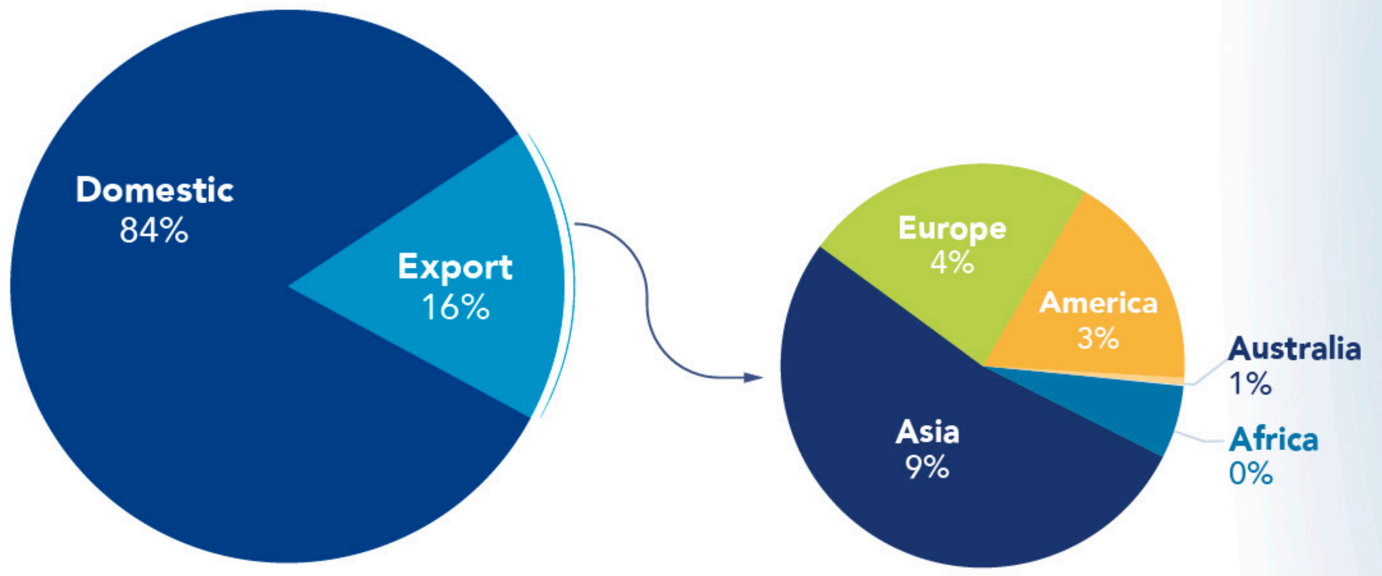
The real estate segment represented the smallest portion of the business portfolio, contributing 1% to consolidated revenue and 6% to consolidated profit after tax.

FINANCIAL HIGHLIGHTS

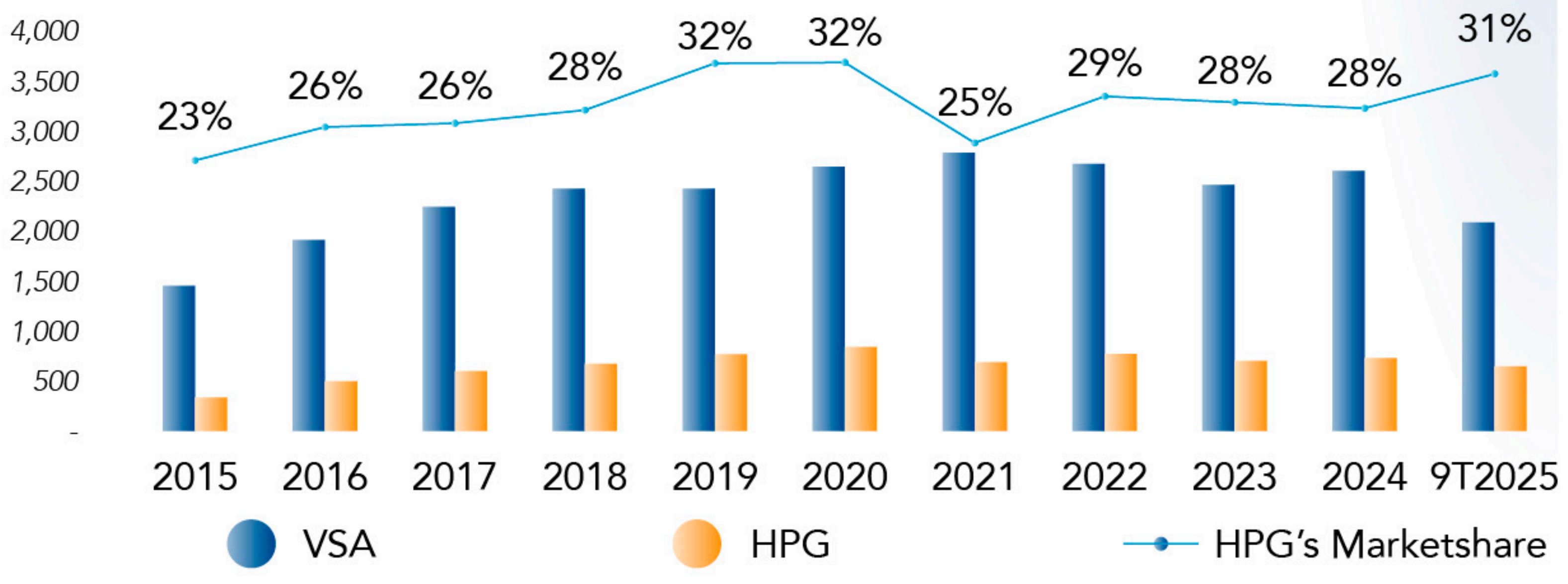
		Q3-25	Q3-24	9T-25	9T-24
Revenue	VNDb	36,794	34,300	111,031	105,329
COGS	VNDb	30,320	29,225	91,838	90,231
Gross profit	VNDb	6,087	4,731	18,101	14,133
Gross margin	%	17%	14%	16%	13%
EBITDA	VNDb	7,871	5,967	22,048	16,816
EBITDA margin	%	21%	17%	20%	16%
Net profit	VNDb	4,012	3,022	11,627	9,210
Net margin	%	11%	9%	10%	9%
Total Assets	VNDb	246,171	211,386	246,171	211,386
Total Equity	VNDb	127,516	111,779	127,516	111,779
ROA	%			5%	4%
ROE	%			10%	8%

(Source: https://www.hoaphat.com.vn/quan-he-co-dong/bao-cao-tai-chinh)

NET SALE REVENUE BY CONTINENT 9M-2025



HOA PHAT'S STEEL PIPE MARKET SHARE



GROWING TRADE TENSIONS INTENSIFIED PRESSURE ON THE EXPORT MARKET, LEADING HOA PHAT TO FOCUS ON THE DOMESTIC MARKET. THE FIRST PHASE OF THE DUNG QUAT 2 PROJECT WAS COMPLETED, INCREASING THE CONSUMPTION VOLUME OF HRC STEEL THIS QUARTER.

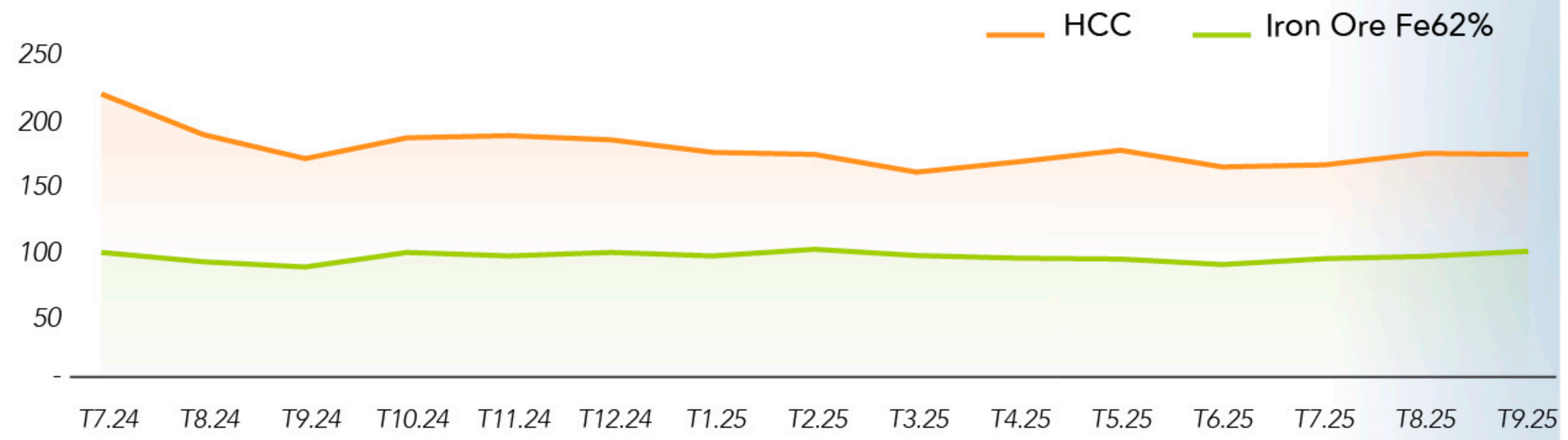
The year 2025 marks a period of adjustment for the global steel industry following a phase of rapid expansion. According to the World Steel Association, global steel demand this year is expected to remain stable, with total consumption hovering around 1,750 million tonnes, primarily due to ongoing trade tensions. While demand in China is expected to decline by approximately 2%, emerging markets such as India, and Southeast Asia region have become the key growth drivers. On the supply side, global capacity is forecast to expand further, primarily in Asia, intensifying competition and exerting pressure on steel consumption and overall industry profitability.

Hoa Phat Group currently exports its products to 45 countries and territories worldwide. Consistent with its strategic focus on the domestic market, the Group maintains export volumes below 20% of total sales to mitigate potential risks associated with sudden trade policy changes. In Q3-2025, hot-rolled coil (HRC) and construction steel exports accounted for 13% and 7% of total sales volume, respectively. For the first nine months of 2025, export revenue reached VND 18.1 trillion, representing 16% of consolidated net revenue, a decline from 35% in the same period of 2024, reflecting a strategic reallocation toward domestic demand.

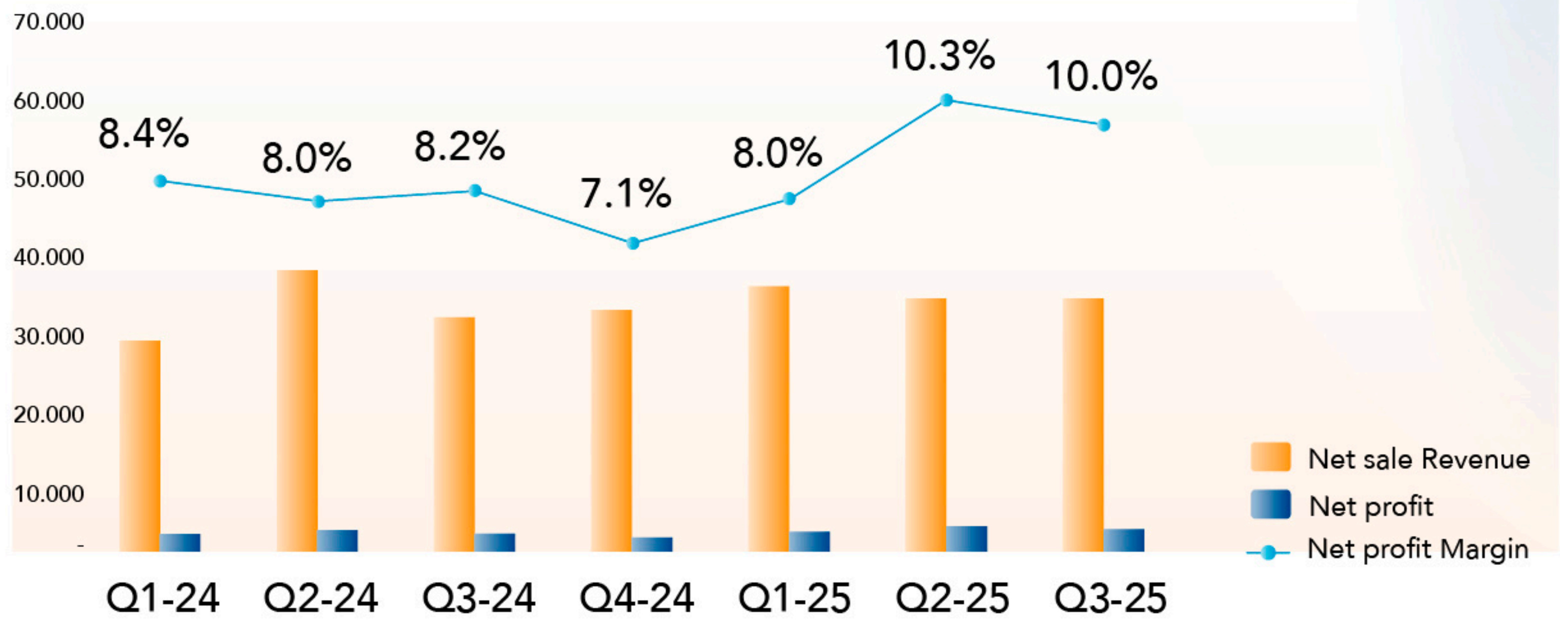
In the domestic market, Vietnam's economy continued to show robust growth momentum. GDP for the first nine months of 2025 increased by 7.85% year-on-year, while industrial production rose by 8.69%, including a 10% increase in the manufacturing and processing sector. Investment activities expanded by 11.6%, with public investment up by 19.6%, serving as a key catalyst for domestic steel consumption. According to the Vietnam Steel Association (VSA), total steel sales in the first nine months of 2025 reached 23.25 million tonnes, up 6.9% year-on-year. Hoa Phat has identified the domestic market as its strategic priority, considering it the core market given its strong growth potential. HPG currently holds the leading market share in Vietnam for construction steel, hot-rolled coil (HRC), and steel pipes.

QUARTERLY HRC PRODUCTION

IRON ORE FE62% & HCC PRICE



STEEL SEGMENT PROFIT MARGIN



In Q3-2025, Phase 1 of the Hoa Phat Dung Quat 2 Project successfully completed its trial run and officially commenced commercial operations. With the contribution from this project, total hot-rolled coil (HRC) sales volume reached 3.4 million tonnes in the first nine months of 2025, representing a 51% increase year-on-year. In Q3 alone, HRC sales amounted to 1.26 million tonnes, up 71% compared to the same period in 2024.

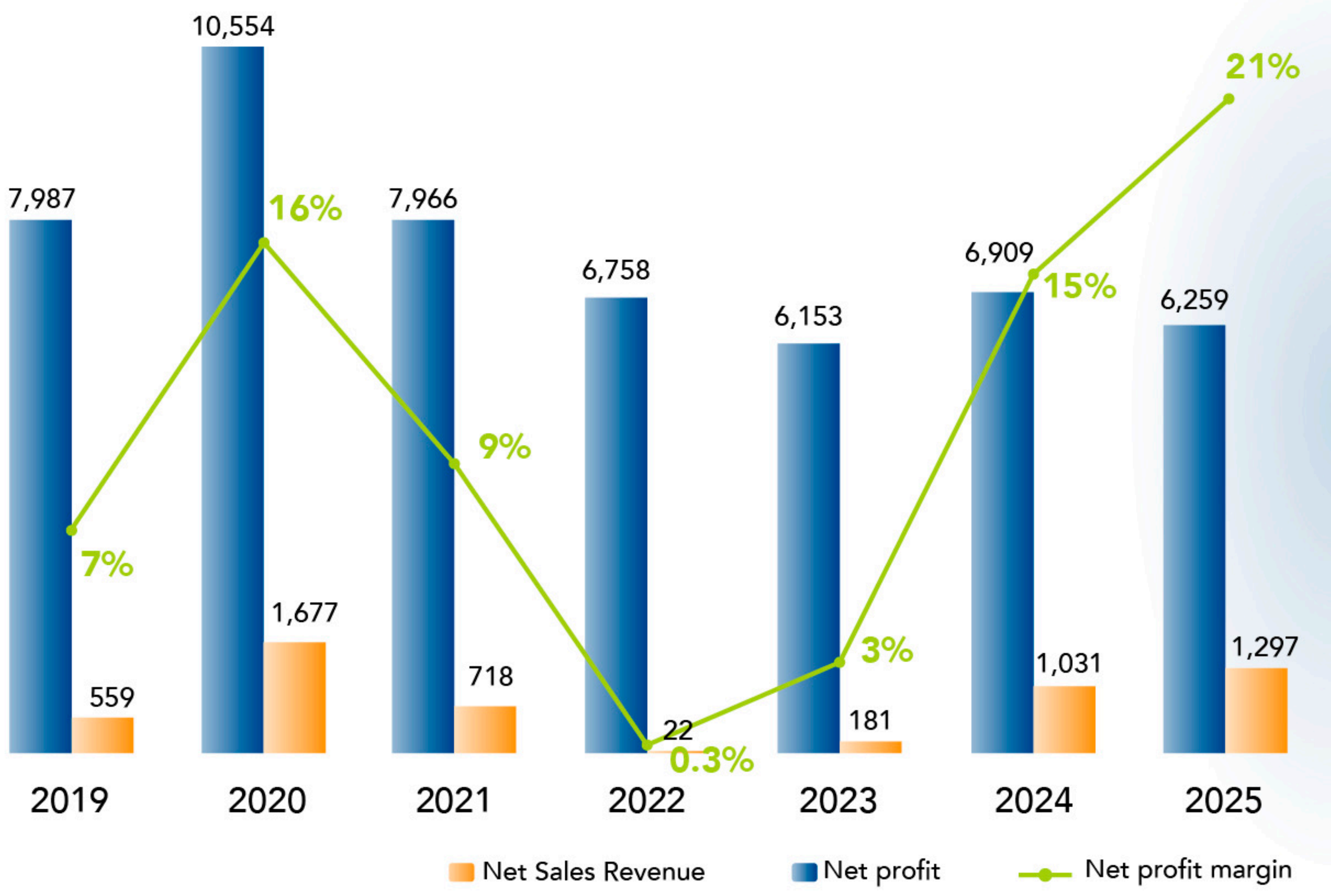
Furthermore, since July 2025, the Vietnamese Government has implemented official anti-dumping duties on imported HRC products from China, which has significantly improved the domestic competitive landscape. These developments enabled Hoa Phat Group to accelerate its domestic sales momentum while strengthening its leading position in Vietnam's HRC market, thereby contributing positively to the sustainable growth of the national steel industry.

RAW MATERIAL PRICES REMAINED STABLE, AND THE STEEL SEGMENT'S PROFIT MARGIN WAS MAINTAINED AT A REASONABLE LEVEL.

The persistent oversupply of steel in China — the world's largest steel consumer — combined with heightened global trade tensions and a series of tariff barriers imposed by the U.S. and other countries, has shaped a downward trend in steelmaking raw material prices in recent periods. The average iron ore price for the first nine months of 2025 was USD 101 per ton, down 10% year-on-year (USD 111 per ton). Meanwhile, the average price of coking coal stood at USD 184 per ton, marking a sharp 27% decline compared to the same period last year (USD 253 per ton). Other operating costs are tightly managed, enabling Hoa Phat to maintain effective cost control and a competitive production cost structure. HPG has maintained effective cost management, keeping steel production costs at a favorable level

As of the end of Q3-2025, the Steel segment recorded cumulative revenue and profit after tax of VND 103.8 trillion and VND 9.6 trillion, respectively. Profit margins showed consistent improvement across quarters, rising from 8% in Q1 to 10.3% in both Q2 and 9.8% Q3-2025.

AGRICULTURE FINANCIAL PERFORMANCE 2019 - 9M/2025

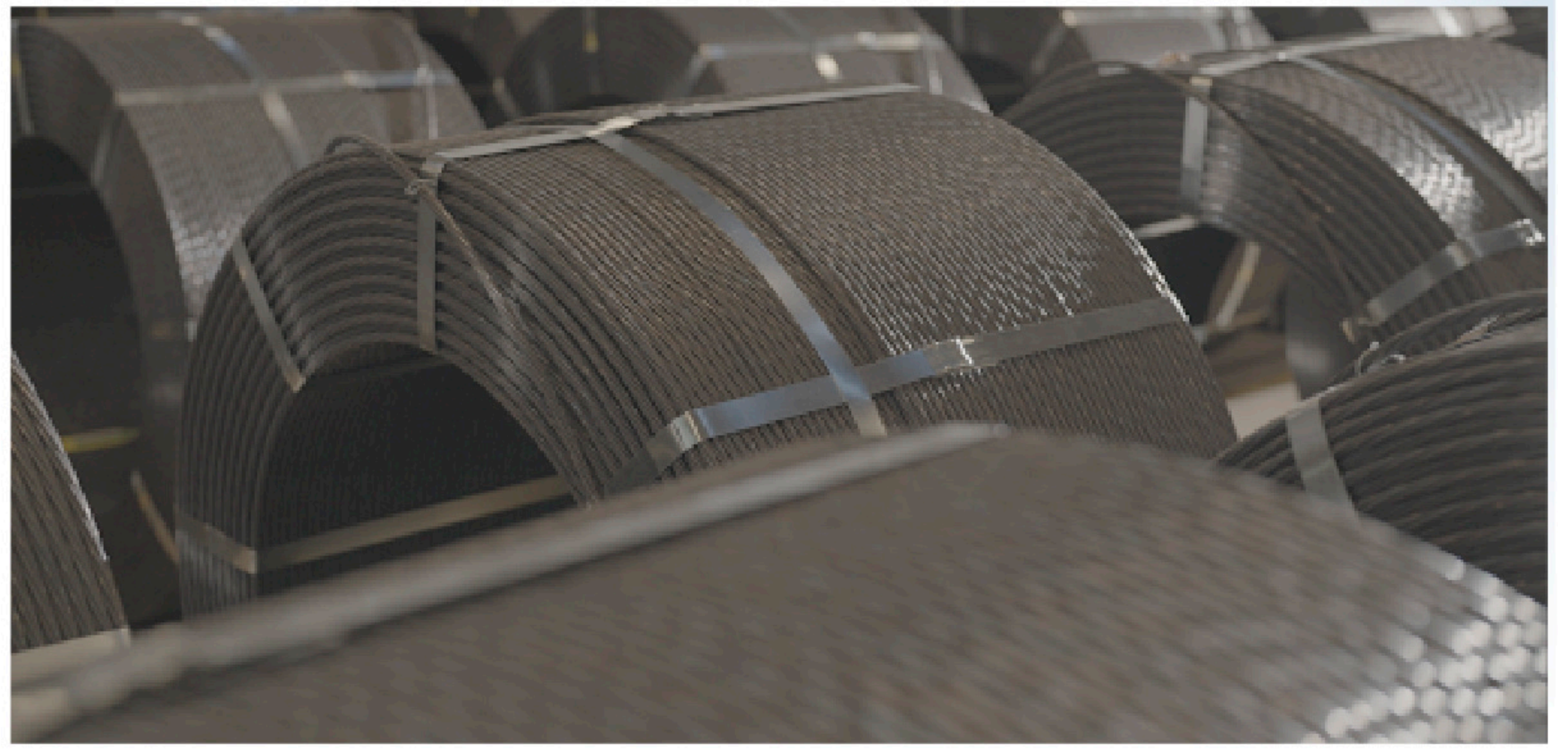


HPA: PROFIT SURGE DRIVEN BY OPTIMIZED AGRICULTURAL VALUE CHAIN.

Hoa Phat's agriculture segment, which includes feed production and livestock farming (pigs, cattle, and layer hens), has continued to deliver strong growth in 2025. The high live hog prices were driven by severe supply shortages due to disease outbreaks, natural disasters, and tighter regulations under the 2025 Livestock Law, which forced many small-scale farms to cease operations. Meanwhile, Australian cattle and egg production remained stable. The feed production segment benefits from vertically integrated sourcing, enabling cost optimization and margin improvement.

As a result, for the first nine months of 2025, the Agriculture segment recorded net revenue of VND 6,259 billion, up 28% YoY, and profit after tax of VND 1,297 billion, surpassing the full-year 2024 profit (VND 1,031 billion) and representing an 88% YoY increase. The net profit margin reached a record high of 20%, reflecting superior cost management and operational efficiency across the fully integrated value chain — from feed production to commercial livestock farming.

Currently, Hoa Phat Agriculture ranks among the leading companies in pig breeding and animal feed production, holds the top position in supplying live Australian cattle in Vietnam, and is the No. 1 producer of clean eggs in the Northern market, with an annual output of 336 million eggs.
Hoa Phat's Australian cattle farming operations, established in 2016, span three high-tech farms located in Hung Yen, Quang Tri (formerly Quang Binh), and Dong Nai. These farms collectively accommodate tens of thousands of cattle per batch, with plans to expand total capacity to 150,000 heads annually.



AN UPDATE ON THE GROUP'S KEY STEEL PROJECTS IN 2025.

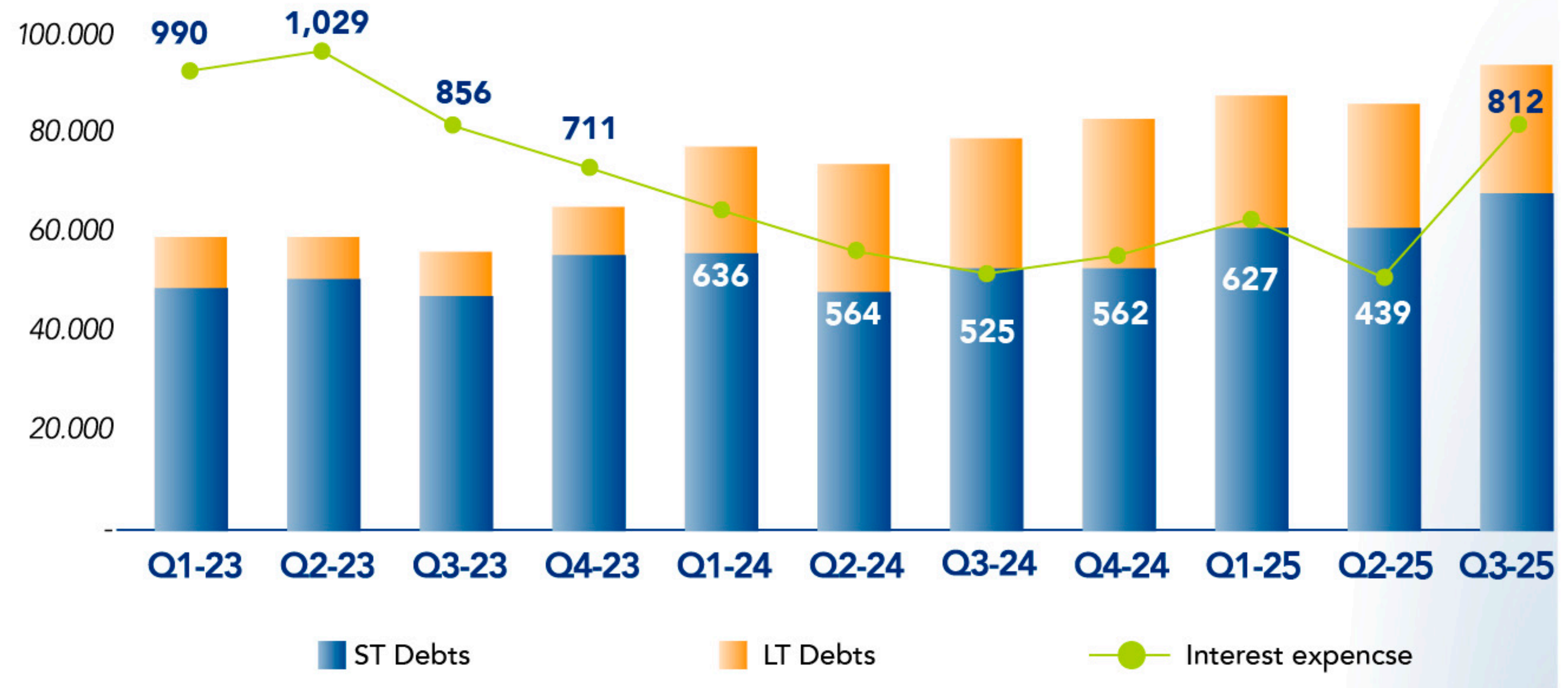
In the third quarter of 2025 (Q3-2025), the first phase of the Dung Quat 2 Complex Project was successfully brought into official operation. Concurrently, resources are being focused on the second phase of the project, which is targeted for completion in Q4-2025. Upon the full completion of the Dung Quat 2 Project, the Group's total crude steel production capacity will be elevated to 16 million tonnes per year, including 9 million tonnes of Hot-Rolled Coil (HRC). This expansion is expected to fully satisfy domestic demand and reduce reliance on imported steel.

In May 2025, Hoa Phat signed a contract with SMS Group (Germany) for the import of technology and production lines for rail steel and structural steel, with an annual capacity of 700,000 tonnes. This specialized Rail and Special Steel Plant Project is being implemented at the Dung Quat facility in Quang Ngai. Following the completion of design and preparatory stages, the Letter of Credit (L/C) for machinery and equipment under this contract was opened in Q3-2025, and import procedures are currently underway. Parallel to this, infrastructure construction items are being deployed synchronously to ensure adherence to the established schedule. This project is poised to supply high-speed rail, conventional railway, and crane rail products, alongside a broad range of structural steel profiles, meeting diverse domestic requirements for key and complex construction projects.

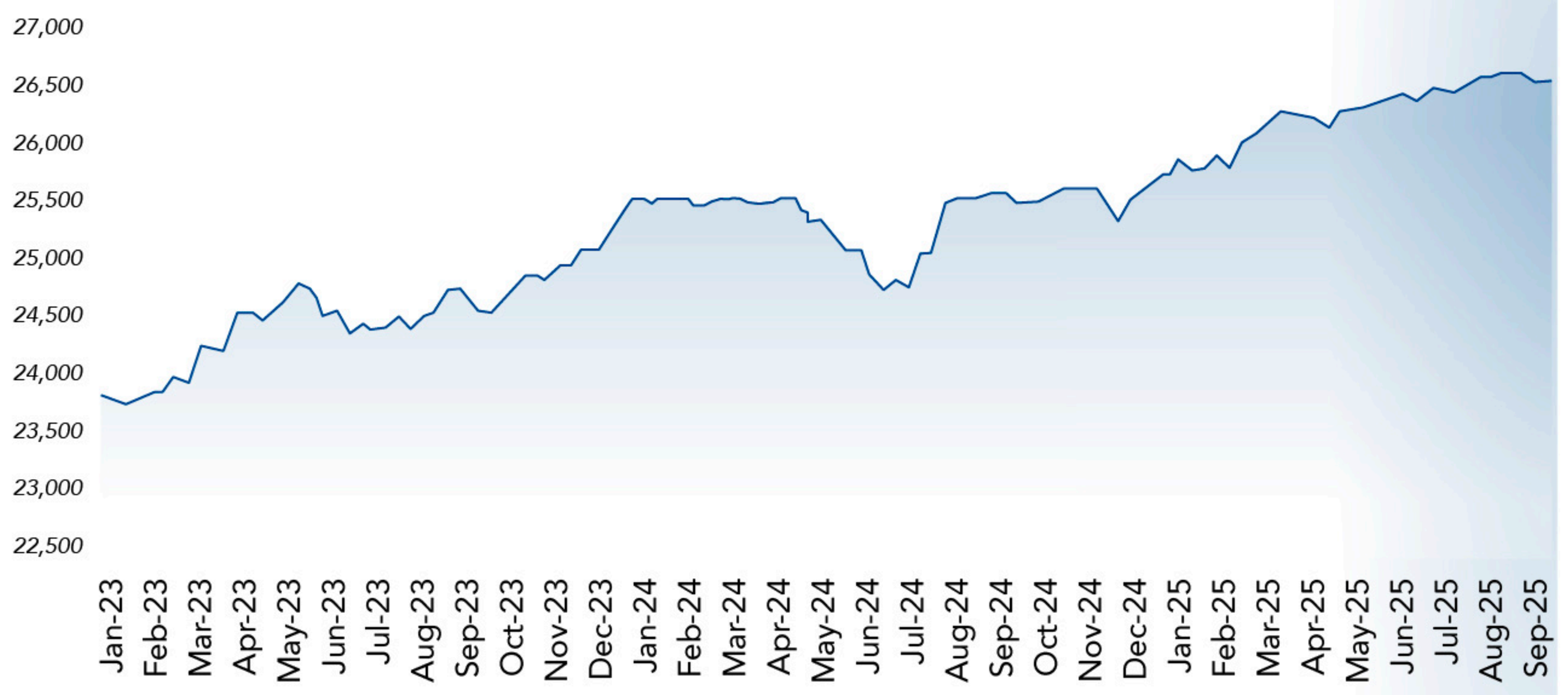
The Hoa Phat High-Quality Steel Project is progressing on schedule, signifying a new milestone in the Group's strategy to expand into the high value-added steel segment. Contracts for the casting and rolling equipment lines have been signed, and the machinery is currently in the process of being imported to Vietnam. The objective is to complete construction and officially commission the plant by the end of 2026.

The project has a designed capacity of 500,000 tonnes per year and will focus on producing advanced engineering steel grades intended for industries with stringent standards, such as automotive manufacturing, precision engineering, and high-quality infrastructure construction. Key products will include steel for tire reinforcement (steel cord, beadwire), cold-heading steel, prestressing steel, non-alloy spring steel, and steel for crane ropes and precision fasteners—items for which domestic supply is currently deficient and import reliance is high. Upon becoming operational, the project is anticipated to not only enhance Hoa Phat's self-sufficiency in high-quality steel and reduce import dependency, but also initiate a new direction in product diversification, improve profit margins, and elevate the Group's position within the steel industry value chain.

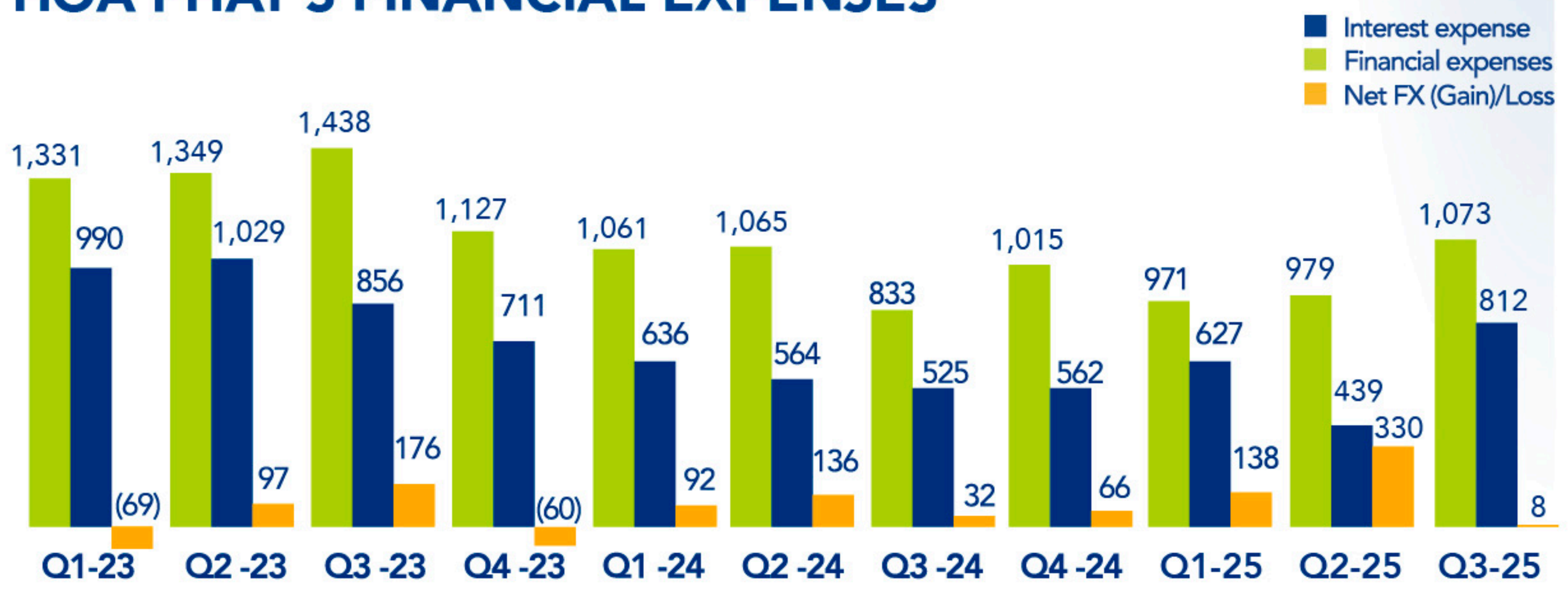
HOA PHAT BANK DEBT AND INTEREST EXPENSES



USD PRICE



HOA PHAT'S FINANCIAL EXPENSES



THE SURGE IN HOA PHAT'S FINANCIAL COSTS AND OUTSTANDING DEBT REFLECTS SCALED-UP INVESTMENT AND PRODUCTION, COMPLEMENTED BY A REDUCTION IN FOREIGN EXCHANGE LOSSES.

The Group's total outstanding debt as of the end of Q3-2025 reached over VND 96,838 billion, an increase of VND 13,875 billion compared to the beginning of the year. This surge is primarily attributable to the disbursement of medium- and long-term loans aimed at financing ongoing investment projects, notably the Hoa Phat Dung Quat 2 Steel Integrated Complex Project. Furthermore, the requirement for working capital also increased to support production activities after Phase 1 of the Dung Quất 2 Project officially became operational, necessitating additional input materials and operating expenses during the initial phase of activity.

During Q3-2025, Hoa Phat’s financial costs saw a marginal increase of nearly 10% compared to Q2-2025 (Q2-2025: VND 979 billion). The cost structure underwent a significant change, with a higher proportion of interest expense resulting from the cessation of capitalization following the initial phase of Dung Quất 2 becoming fully operational. Conversely, expenses stemming from foreign exchange differences declined sharply compared to previous periods.

In the first nine months of the year, the US Dollar (USD) appreciated by approximately 900 basis points from the end of 2024, peaking in early September before showing signs of slight moderation after the US Federal Reserve initiated its interest rate cutting cycle. Hòa Phát recorded realized foreign exchange gains and losses of VND 252 billion and VND 238 billion, respectively, from foreign-currency-denominated principal settlements in Q3-2025. Meanwhile, an unrealized foreign exchange loss of approximately VND 44 billion arose from the revaluation of foreign currency monetary items. The net impact of currency fluctuations for the quarter resulted in a loss of VND 7.5 billion, a reduction of 77% compared to the corresponding period in 2024.

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FINANCE DEPARTMENT - HOA PHAT GROUP
INVESTOR RELATIONSHIP FUNCTION
E: ir@hoaphat.com.vn
P: +84 24 3974 7751
W: https://www.hoaphat.com.vn