

## LETTER TO OUR SHAREHOLDERS AND INVESTORS

*The Investor Relations Team would like to represent the Board of Directors of Thien Long Group Corporation*

*Dear Shareholders and Investors,*

Since listing our shares on the Ho Chi Minh City Stock Exchange (HoSE), Thien Long Group Corporation has always received enormous interest from shareholders and investors. This is always a source of motivation for Thien Long to confidently innovate, and develop stronger and more sustainable.

In 2022, the Group strongly recovered from the effects of the Covid-19 pandemic and delivered positive business results in eight months of 2022: Net revenue increased by 48% YoY to VND2.5tn, profit after tax increased by 137% YoY to VND396bn, and reached 78% and 142% of the full-year plan approved by the General Meeting of Shareholders, respectively. Compared to 2019, the pre-Covid-19 period, the Group's revenue and profit have also risen significantly.

Contrary to the positive information coming from business results, Thien Long Group's share price has noticeably decreased recently, largely due to the negative trend of the stock market before the volatile and challenging period of the Vietnam and World economies.

Facing significant macroeconomic fluctuations, the Group has embraced favorable factors to developing production activities and businesses, reaching the 2022 plan and reaching the TEN TRILLION DONG revenue target by 2027. In the context of rising inflation that led the US Federal Reserve to raise the interest rate, many central banks of countries, including Vietnam, later made the same decision. By having strong financial health with negligible credit debt and large cash balances on total assets, Thien Long is expected to be minorly affected by the SBV's decision to raise interest rates and confidently stabilized production capacity. Moreover, with the strength of export, the Group always ensures a surplus balance hence a good available USD source, reducing the risk of exchange rate fluctuations for the business. The price of oil and some foreign currencies frequently used by the Group has been falling recently, which is also a positive point for Thien Long's production costs.

To enhance competitive advantages, Thien Long launches brand-repositioning campaigns including releases of new products and activities that bring impressive experiences to consumers. The TL brand, with the Pazto product line that was enthusiastically received by young customers, or the TL Eco – eco-friendly product line was launched at the ASEAN++ Bridge conference. The most prominent is the Mega Color Event taking place in early September in Ho Chi Minh City implemented by the Colokit brand has attracted more than 60,000 participants, exceeding 3 times the expected number. This is also the largest activity for children ever organized by Thien Long and is expected to become a regular program that attracts children to have the opportunity to experience and love Thien Long's products.

As an enterprise with more than 40 years of experience in manufacturing and trading, Thien Long Group always aims to develop effectively and sustainably above hot growth, adding long-term value to shareholders. Therefore, the recent negative effects of the market will not affect the prospects of Thien Long Group.

We would like to sincerely appreciate the trust of shareholders and investors who have always accompanied Thien Long Group Corporation.

**BEST REGARDS!**