

**THANH CONG
TEXTILE TRADING
INVESTMENT JSC
(HSX: TCM)**



INVESTOR UPDATE IN JUNE 2021

14/06/2021

Highlights



Viet Nam Textile and Garment in May 2021



Thanh Cong Business Performance



Thanh Cong CSR activities

Vietnam Textile and Garment turnover May 2021

Despite the fact that manufacturing activities being impacted by the fourth wave of COVID 19 pandemic, Vietnam trade still maintained its upward momentum with total export – import turnover in 5 months of 2021 recorded at more than 262 billion USD, which is 33.5% higher the figure of the same period in 2020.

Regarding Textile and Garment industry, according to Socio-economic situation in May and five months of 2021 published by Vietnam General Statistics Office, Textile and Garment export turnover in May 2021 reached 2.5 billion USD, equivalent to growth rate at 41.67% compared to May 2020; Textile Fibers export turnover was recorded at 483 million USD, 128% higher than the figure of May 2020. In total, Fibers and Garment export in May 2021 reached more than 3 billion USD. For the first five months of 2021, Garment export was nearly 12.5 billion USD; total export turnover of Fiber, Textile and Garment is more than 14.5 billion USD.



\$ 2,550 (million)

GARMENT EXPORT TURNOVER

(+41.67% compared to May 2020)

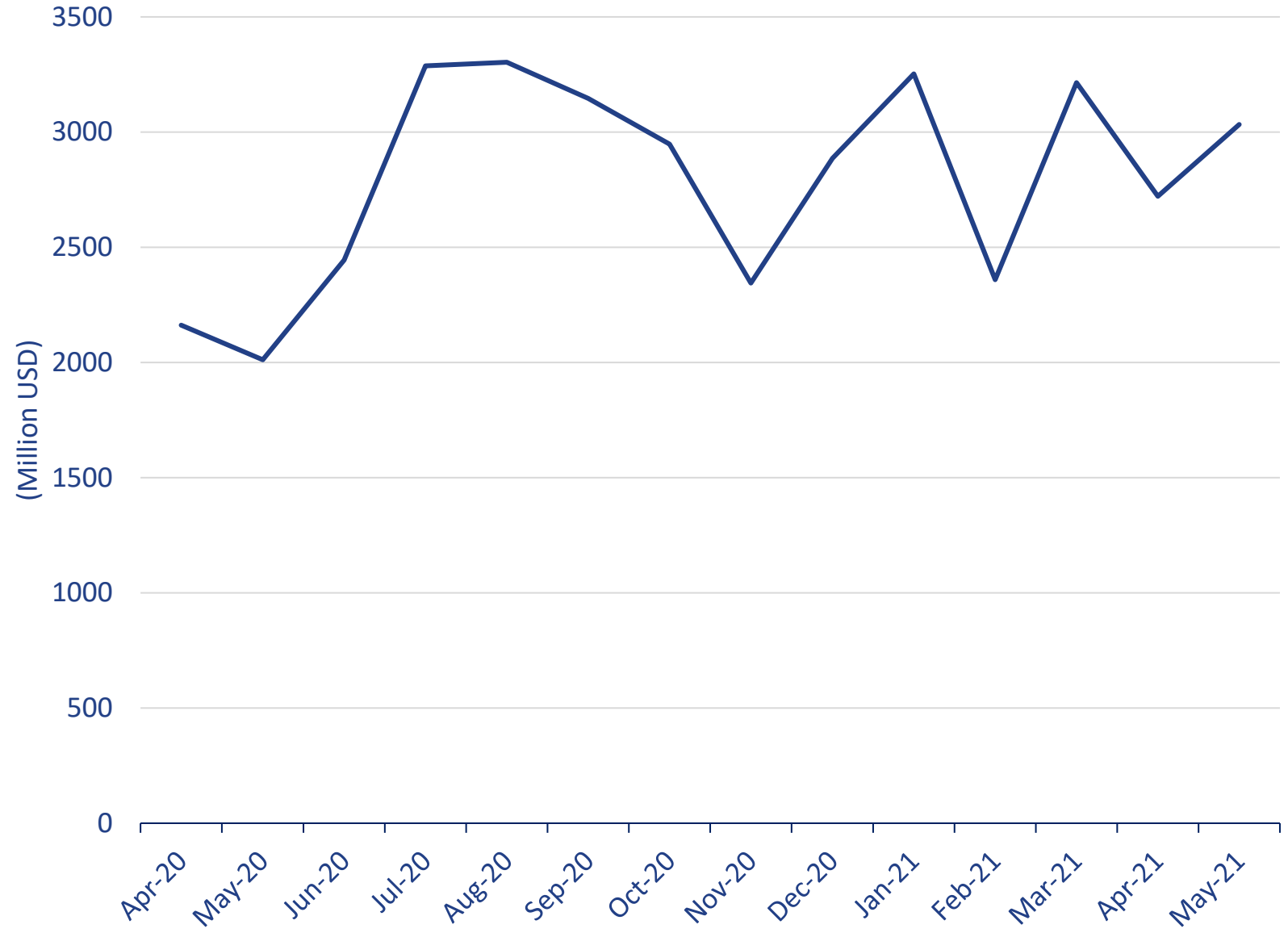


\$ 12,480 (million)

CUMMULATIVE GARMENT EXPORT

TURNOVER

Vietnam Textile and Garment Export (April 2020 – May 2021)



Thanh Cong Business Performance May 2021

In May 2021, Thanh Cong earned more than 13.6 million USD, slightly decreased about 3 percent in comparison to April 2021. In terms of net profit, Thanh Cong made 705,000 USD, which is about 14 percent less than net profit of last month.

Although this year has no PPE orders, with the effort from early year up to now, the performance is being maintain in forward momentum as accumulated from the beginning of the year, Thanh Cong generated more than 67.5 million USD, which is about 38 percent of Plan 2021 and 19% higher than revenue of 5 month accumulation in 2020. Also, Thanh Cong yielded more than 4.1 million USD in net profit, which represents 33 percent of Plan 2021 and 38% higher than net profit of 5 month accumulation in 2020.



\$ 13.6 million

REVENUE

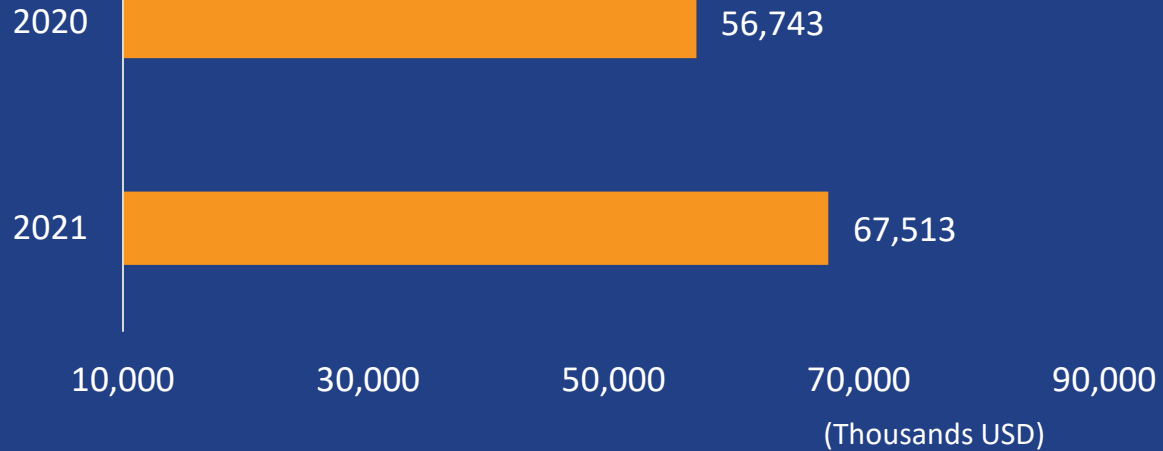
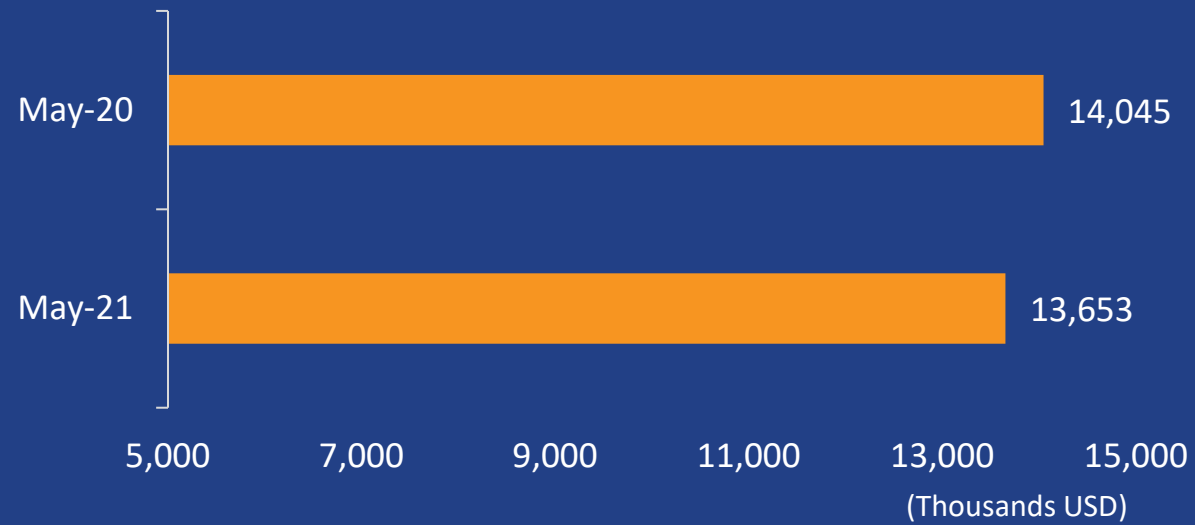
(-3.09% compared to April 2021)



\$ 750,000

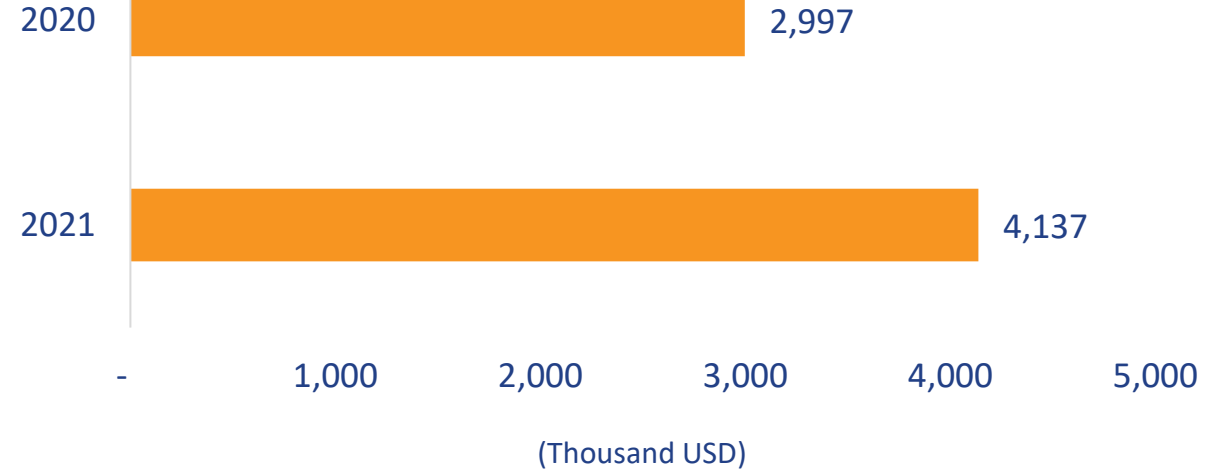
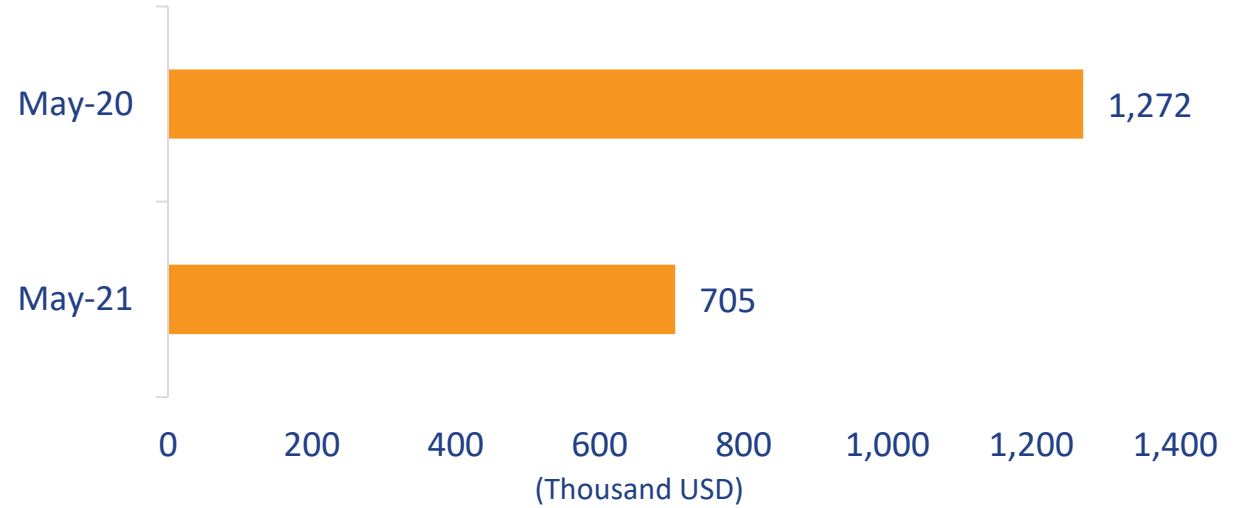
NET PROFIT

REVENUE



5 – month accumulation

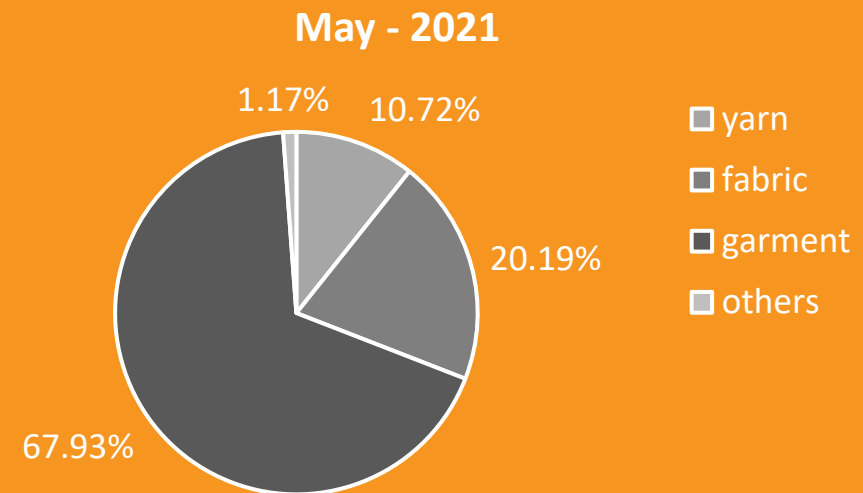
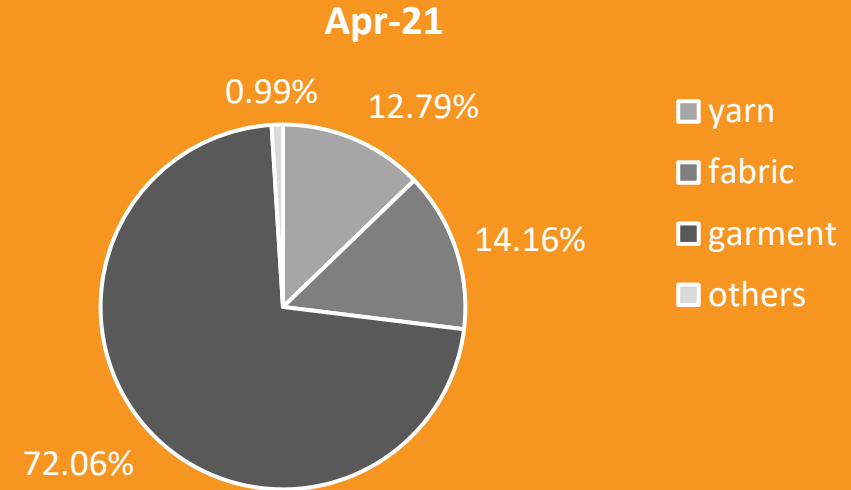
NET PROFIT



5 – month accumulation

REVENUE BREAKDOWN

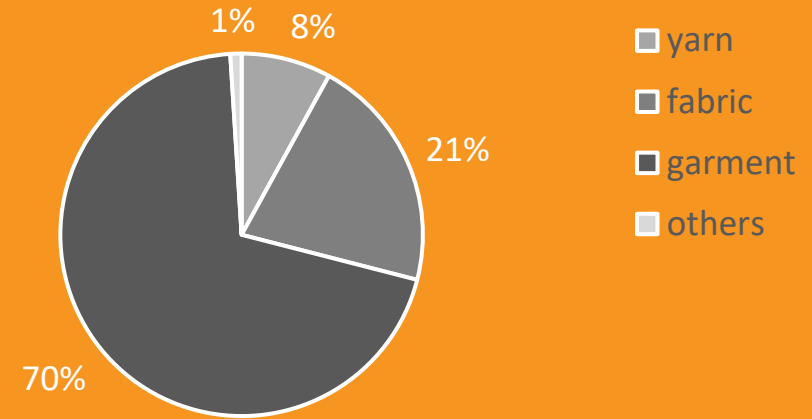
In comparison to last month, the proportion of garment stayed at nearly 68% of total sales. Also, it can be seen that the proportion of fabric has increased remarkably when compared to the figure of last month, showing the commitment and the progress in the strategy to promote fabric products of Thanh Cong. The quality of fabric products by Thanh Cong has been proved as many new customers have continued to work with Thanh Cong with many repeated orders.



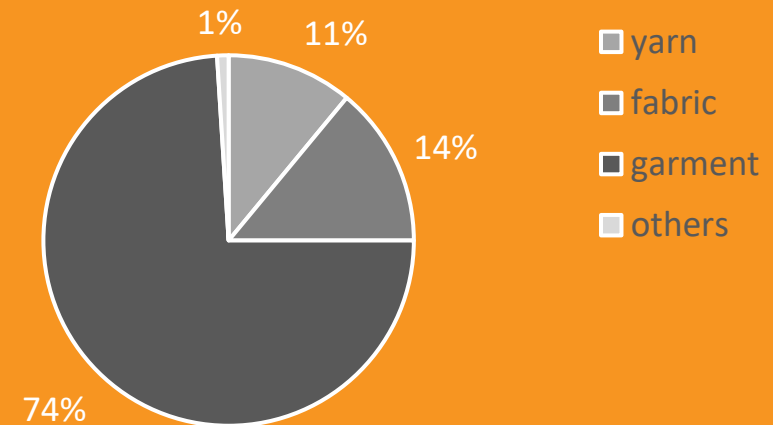
REVENUE BREAKDOWN

Although there were no PPE and Anti-virus fabric orders as last year, the Company's business results in the first 5 months of the year still achieved good results partly thanks to the increase in yarn price and improved profit margin of yarn. With the diversity in the product portfolio as well as the closed chain from yarn to sewing, the Company still ensures to maintain the growth momentum and complete the business plan, In addition to increasing sewing orders and pushing strong domestic sales due to increased domestic demand after the EVFTA Agreement.

5M-2020



5M-2021



CSR activities

The breakout of COVID 19 since the beginning of May, which has happened in 39/63 provinces of Vietnam, has affected seriously the whole economy and society, especially the manufacturing in Industrial Zone.

Noted that Industrial Zones are places that have the high level of risk to be infected by the virus, Thanh Cong has made many plans to be able to cope with the spread of the pandemic. Thanh Cong believe that the Company must make huge effort to guarantee safe working environment for all employees and keep our business moving. This is not only critical for the Company's performance but also for saving jobs for all employees, "not to leave anyone behind".

Besides, the campaign "10,000 Miracle", which was established and contributed by all employees, funded part of treatment for employees who are in plight and unfortunately caught accident. Thanh Cong hope to share the difficulties and support their progress to overcome adversity.

In addition, despite not being able to visit the orphans as other months in light of the pandemic, Thanh Cong still keep up sporting and sending gifts monthly to Son Ky orphan, Huynh De Nhan Nghia orphan and Thien An orphan, hopefully to support them in these tough days.