Q2 2026 Earnings Update – MSR

UPCoM · MSR · Masan High-Tech Materials Corporation

NPAT-PARENT · Q2	NET REVENUE · Q2	GROSS MARGIN · Q2	NPAT-PARENT · 1H
1,666	**8,138**	**25.3%**	**2,203**
VNDbn · **vs 6bn a year earlier**	VNDbn · **5.0x YoY**	24.7% a year earlier · 30.6% in Q1	VNDbn · **vs a 216bn loss**

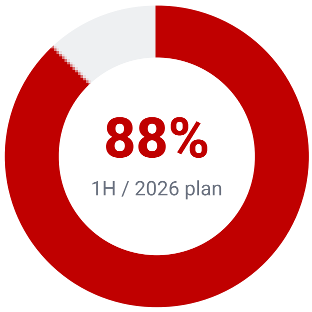
ASSESSMENT OF Q2 2026 RESULTS

The most profitable quarter on record, after three loss-making years: net revenue reached **VND 8,138bn**, 5.0 times the year-earlier level, and NPAT attributable to parent shareholders reached **VND 1,666bn** against VND 6bn in Q2 2025. For the first half, profit reached **VND 2,203bn**, equal to **88% of the full-year plan**. According to the company's disclosure, the result came from two factors moving together: the average APT price in Q2 reached **USD 3,245/mtu** and refined tungsten output **rose 91%**. **This is a genuine operational improvement, but earnings remain tightly linked to the tungsten price cycle. Investors may continue to hold and monitor tungsten price developments in the coming quarters.**

NPAT attributable to parent shareholders by quarter · *VNDbn*

3Q24	4Q24	1Q25	2Q25	3Q25	4Q25	1Q26	2Q26
-345	-216	-222	6	5	222	537	1,666

PROGRESS AGAINST THE ANNUAL PLAN



** Per the company's disclosure, first-half profit of VND 2,202bn is equal to roughly 88% of the full-year 2026 profit plan. Management stated that if market conditions hold, the company has grounds to exceed its annual target.*

HIGHLIGHTS

3,245 USD/MTU · APT PRICE
Tungsten price anchored at a high level
average APT price in Q2 2026 per company disclosure, with supply outside China still constrained

+91% REFINED OUTPUT
Volume rose alongside price
refined tungsten output up 91% and processed ore up 29%, per company disclosure

4,339 VNDBN · CASH + ST INV.
Cash position improving quickly
from VND 255bn at 30 June 2025 to VND 4,339bn · the company has proposed a 10% cash dividend

POINTS TO MONITOR

8,726 VNDBN · INVENTORIES
Working capital expanding fast
up 137% from end-Q1 and three times the year-earlier level · 23.7% of total assets

13,288 VNDBN · TOTAL DEBT
Borrowings rose again during the quarter
from VND 11,327bn at end-Q1 · debt-to-equity at 0.92 times

900 USD/MTU · END-2025 LEVEL
The tungsten price is the decisive variable
the Q2 2026 average was USD 3,245/mtu · profit would fall quickly if the price returned to the old level

2026 OUTLOOK

TCBS estimates 2026 net revenue of **VND 24,710bn** (3.3 times the 2025 level) and NPAT-parent of **VND 3,165bn**. The first half has already delivered **45.0% of revenue but 69.6% of profit** on the full-year estimate.

2026F NPAT-PARENT	2027F NPAT-PARENT	2026F EPS	2026F NET REVENUE
3,165	**3,376**	**2,864**	**24,710**
VNDbn · **2026 P/E of 15.4x**	VNDbn · **2027 P/E of 14.4x**	VND/share · 2027F VND 3,055	VNDbn · 3.3x the 2025 level

SHARE INFORMATION & VALUATION · as at 25/08/2026

PRICE · VND	MKT CAP · VNDBN	P/E · TIMES	P/B · TIMES	FOREIGN OWNERSHIP	SHARES · MN
44,000	48,432	20.0	3.4	0.5%	1,105

1. TCBS assessment

Where the exceptional quarter came from, the quality of earnings, and what it takes to sustain it

Q2 2026 was **the most profitable quarter in Masan High-Tech Materials' operating history**, and a turning point after a long difficult stretch. Net revenue reached VND 8,138bn, 5.0 times the year-earlier VND 1,614bn; gross profit rose from VND 398bn to **VND 2,062bn**; NPAT attributable to parent shareholders reached **VND 1,666bn** against just VND 6bn in Q2 2025. For the first half, revenue reached VND 11,131bn and profit **VND 2,203bn**, against a VND 216bn loss a year earlier.

These figures need to be placed against the preceding three years. The company lost VND 1,576bn in 2023 and VND 1,638bn in 2024, before returning close to breakeven with a VND 11bn profit in 2025. On revenue, the VND 14,336bn recorded in 2024 still consolidated H.C. Starck — the overseas downstream business the company sold to Mitsubishi Materials, completed in December 2024. On a like-for-like consolidation basis, 2024 revenue was **VND 6,277bn** and 2025 revenue reached **VND 7,443bn**, an **increase of 19%**. Even so, the Q2 2025 profit base was very low, so the multiple-fold increase should be read alongside the absolute scale.

The company has been explicit about the source of this result. Per its disclosure, the APT price — its main refined tungsten product — averaged **USD 3,245/mtu** in Q2 2026, while **refined tungsten output rose 91%** and **processed ore volume rose 29%**. The company also stated that it expanded its third-party concentrate sourcing network to lift processing plant utilisation. In other words, this is the combined effect of a favourable price cycle and a materially higher volume, not a one-off accounting item.

Q2 2026 PROFIT BRIDGE VERSUS THE YEAR-EARLIER QUARTER · VNDBN

GROSS PROFIT	INTEREST EXPENSE	EBITDA
+1,664	**−54**	**+1,846**
2,062 vs 398bn · margin 25.3% from 24.7%	310 vs 256bn · up 21.1%	2,346 vs 500bn · 4.7 times

PROFIT BEFORE TAX	INCOME TAX	CHANGE IN NPAT-PARENT
+1,730	**−70**	**+1,660**
1,748 vs 18bn	82 vs 12bn · effective rate 4.7%	1,666 vs 6bn a year earlier

KEY POINTS

01 **Price and volume rose together** — the company disclosed an average APT price of USD 3,245/mtu in Q2 and a 91% increase in refined tungsten output. This is what separates the quarter from one supported by price alone: higher volume spreads the fixed costs of the Nui Phao mine over a far larger revenue base.

02 **But the gross margin barely improved** — 25.3% against 24.7% a year earlier, and below the 30.6% of Q1 2026. The reason is that third-party concentrate carries a higher input cost than self-mined material, so revenue growth did not translate fully into margin.

03 **Working capital and borrowings rose with it** — inventories rose from VND 3,676bn to **VND 8,726bn** in a single quarter, and total borrowings from VND 11,327bn to VND 13,288bn. Lifting processing capacity requires the company to add substantial working capital and debt funding; this is the variable to monitor should the tungsten price turn.

2. Q2 2026 business results

The quarterly revenue and profit picture, and the first-half cumulative

Q2 2026 delivered **growth across every line**: net revenue of VND 8,138bn (5.0 times the year-earlier level), gross profit of VND 2,062bn (5.2 times), EBITDA of VND 2,346bn (4.7 times) and NPAT-parent of VND 1,666bn against VND 6bn a year earlier. For the first half, revenue reached **VND 11,131bn** and profit **VND 2,203bn**, against VND 3,007bn of revenue and a VND 216bn loss a year earlier.

MAIN OBSERVATIONS

01 **Cost of goods sold rose in line with revenue** — COGS rose 5.0 times to VND 6,076bn while revenue rose 5.0 times, leaving the gross margin broadly flat at 25.3%. The profit increase came from scale rather than margin.

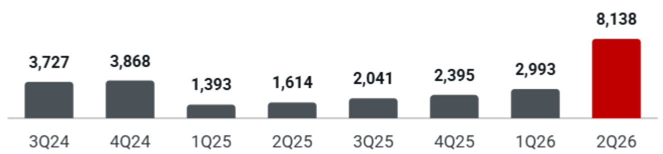
02 **Interest expense no longer overwhelms profit** — VND 310bn in Q2, up 21.1% year on year but equal to only 15.0% of gross profit, against 64.3% in Q2 2025. This is the single most important structural change in the result.

03 **The effective tax rate remains low** — Q2 tax expense of VND 82bn on pre-tax profit of VND 1,748bn, equal to 4.7%, because carried-forward losses from 2023–2024 remain available. Once those losses are absorbed, the tax rate will normalise.

Item (VNDbn)	Q2 2026	Q2 2025	%YoY	1H 2026	1H 2025	%YoY
Net revenue	**8,138**	**1,614**	**+404.1**	**11,131**	**3,007**	**+270.2**
Cost of goods sold	(6,076)	(1,216)	+399.7	(8,152)	(2,462)	+231.1
Gross profit	**2,062**	**398**	**+418.1**	**2,979**	**544**	**+447.6**
Gross margin (%)	25.3	24.7	+0.6 pp	26.8	18.1	+8.7 pp
EBITDA	**2,346**	**500**	**+369.2**	**3,319**	**798**	**+315.9**
Interest expense	(310)	(256)	+21.1	(547)	(513)	+6.6
Profit before tax	**1,748**	**18**	**n/a**	**2,329**	**(198)**	**n/a**
Income tax expense	(82)	(12)	n/a	(126)	(18)	n/a
NPAT attributable to parent	**1,666**	**6**	**n/a**	**2,203**	**(216)**	**n/a**
Net margin, parent (%)	20.5	0.4	+20.1 pp	19.8	-7.2	n/a

Net revenue by quarter

VNDbn · 2Q26 at 5.0 times the year-earlier level



Source: MSR consolidated financial statements, TCBS

NPAT attributable to parent by quarter

VNDbn · lighter bars are loss-making quarters

Source: MSR consolidated financial statements, TCBS

3. Financial ratio analysis

The quarter's drivers, margins, the balance sheet and valuation

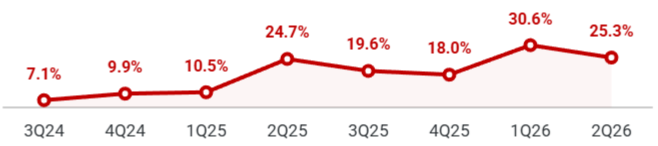
3.1. Tungsten price and volume — the quarter's two drivers

The Q2 result came from two factors occurring at the same time, and the company has disclosed specific figures for both.

- **Selling prices at a high level** — the company stated that the average APT price in Q2 2026 reached **USD 3,245/mtu**. According to the company, tungsten prices are supported by demand from artificial intelligence, data centres and semiconductors, while supply outside China remains constrained.
- **Volume rose more than price** — **refined tungsten output rose 91%** and **processed ore volume rose 29%**. The company stated that it expanded its third-party concentrate sourcing network to lift processing plant utilisation.
- **This is what separates the quarter from one driven by price alone** — for a mining company with the fixed cost base of Nui Phao, higher volume allows depreciation and operating costs to be spread over a much larger revenue base. Q2 EBITDA reached VND 2,346bn, 4.7 times the year-earlier level, showing that operating leverage worked.
- **Assessment:** this level of profit is a real operating result, not a one-off item. But it should be stated plainly that **the decisive variable remains the tungsten price** — a commodity the company does not control. Volume and processing efficiency are what the company itself delivered, and that is the more noteworthy part of this quarter.

Gross margin by quarter

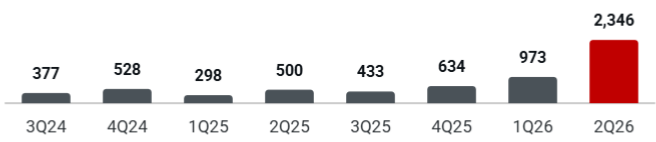
% · 2Q26 at 25.3%, below 1Q26



Source: *MSR consolidated financial statements, TCBS*

EBITDA by quarter

VNDbn · 2Q26 at 4.7 times the year-earlier level



Source: *MSR consolidated financial statements, TCBS*

3.2. Margins — and why Q2 came in below Q1

The Q2 gross margin reached **25.3%**, broadly unchanged from 24.7% a year earlier and **materially below the 30.6% of Q1 2026**. This detail is easily missed when looking at the absolute profit figure.

- **The cause lies in the raw material mix** — third-party concentrate carries a higher input cost than material self-mined at Nui Phao. As the share of purchased input rises in order to run the processing plant at full capacity, the average gross margin is pulled down even as revenue and absolute profit both increase.
- **The company identifies this as room for improvement** — according to the company, as the share of self-mined concentrate rises in coming quarters, input costs will be better optimised. If that happens, the gross margin could return to the Q1 range without any further increase in selling prices.
- **A further support from policy** — the company stated that adjustments to export duties on fluorspar and bismuth are expected to contribute roughly **USD 2.5m** to second-half 2026 profit.
- **Assessment:** a flat gross margin alongside a fivefold increase in revenue shows that **most of the profit increase came from scale, not from efficiency per unit of output**. This is not a negative, since running at full capacity is the right approach in mining. However, because the margin did not widen, profit would fall quickly if the tungsten price declined.

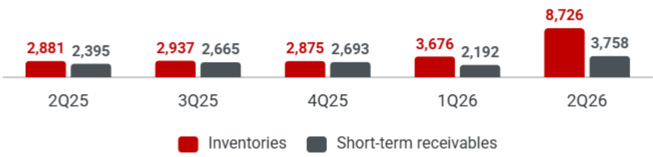
3.3. Balance sheet — working capital and debt rose with volume

Total assets at 30 June 2026 reached **VND 36,889bn**, up 29.8% in a single quarter and up 43.8% year on year. Almost the entire increase sits in current assets.

- **Inventories were the largest increase** — from VND 3,676bn at end-Q1 to **VND 8,726bn**, up 137% in one quarter and three times the year-earlier VND 2,881bn. Inventories now account for 23.7% of total assets. Days inventory on a trailing four-quarter basis stands at 180 days.
- **Short-term receivables also rose** — from VND 2,192bn to VND 3,758bn. Together with inventories, these two items took up most of the cash generated during the quarter, so cash rose more slowly than profit.
- **Borrowings rose again to fund working capital** — total debt rose from VND 11,327bn to **VND 13,288bn**, with short-term borrowings up sharply from VND 2,872bn to VND 5,362bn. Debt to equity stands at 0.92 times, down from 0.98 times a year earlier as equity grew with profit.
- **The cash position still improved clearly** — cash and short-term financial investments reached VND 4,339bn, against just VND 255bn at 30 June 2025. The company stated that it expects to hold roughly USD 200m of cash by end-2026, creating room to reduce debt faster.
- **Assessment:** the increase in working capital is a natural consequence of running at higher capacity and buying in more third-party concentrate. What needs monitoring is that **if the tungsten price turns, the VND 8,726bn of inventory would carry write-down risk**, while the short-term borrowings funding it still fall due on schedule.

Inventories and short-term receivables

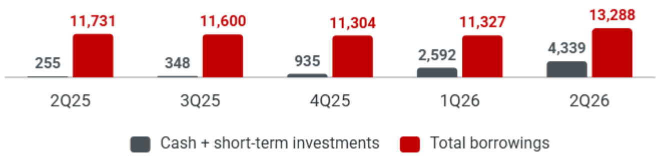
VNDbn · quarter-end



Source: *MSR consolidated financial statements, TCBS*

Cash + short-term investments and total borrowings

VNDbn · quarter-end



Source: *MSR consolidated financial statements, TCBS*

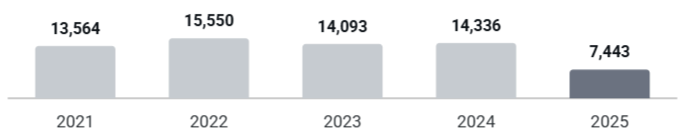
3.4. Valuation & investment view

The shares trade at **a P/E of 20.0 times and a P/B of 3.4 times**, with a trailing four-quarter ROE of **18.5%**. The share price has risen **125.2% over 12 months** and 25.1% in the past month alone.

- **This P/E is calculated on the earnings of a favourable price cycle** — trailing four-quarter profit reached VND 2,430bn, of which Q2 2026 alone accounted for VND 1,666bn. If the tungsten price returned to the 2025 level, the earnings base would be entirely different and the current P/E would no longer be representative.
- **The full-year estimate implies a cooler second half** — TCBS estimates 2026 revenue of VND 24,710bn and NPAT-parent of VND 3,165bn. The first half has already delivered 45.0% of revenue but 69.6% of profit, meaning the remainder of the year is assumed to carry a lower margin. On this basis, the 2026F P/E is 15.4 times and 2027F 14.4 times.
- **The company has proposed its first cash dividend** — per its disclosure of 12 August 2026, the proposal is 10% of par value, to be put to shareholders by written consent. This signals cash-generating capability after many years without a payout.
- **Liquidity and ownership structure warrant attention** — foreign ownership is only 0.5% and the shares trade on UPCoM, so the trading band is wider and the price more sensitive to large orders.
- **Assessment: we view the operational improvement favourably** — the 91% increase in refined output is what the company itself delivered, and the cash position has improved substantively. On the other side, earnings remain tightly linked to the tungsten price, the gross margin has not widened, working capital has expanded fast and the share price has more than doubled over 12 months. **Investors may continue to hold and monitor two indicators in the Q3 figures: tungsten price developments and the share of self-mined concentrate in the raw material mix.**

Net revenue by year

VNDbn



Source: MSR consolidated financial statements, TCBS

NPAT attributable to parent by year

VNDbn · grey bars are loss-making years

Source: MSR consolidated financial statements, TCBS

Note on the comparison base. 2024 revenue stood at VND 14,336bn because it still consolidated H.C. Starck — the company sold 100% of it to Mitsubishi Materials for USD 134.5m, completed in December 2024. On a like-for-like consolidation basis, 2024 revenue was VND 6,277bn and 2025 revenue reached VND 7,443bn, an increase of 19%. All comparisons in this report use Q2 2025 as the single base to ensure consistency.

Appendix — Q2 2026 financial statement data

Extracts from the consolidated balance sheet and income statement

Balance sheet (VNDbn)

Item	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Cash & cash equivalents	255	348	570	732	2,432
Short-term financial investments	0	0	365	1,860	1,907
Short-term receivables	2,395	2,665	2,693	2,192	3,758
Inventories	2,881	2,937	2,875	3,676	8,726
Fixed assets	13,969	14,165	14,055	13,938	13,706
TOTAL ASSETS	**25,648**	**25,971**	**26,460**	**28,421**	**36,889**
Total liabilities	13,700	14,011	14,279	15,703	22,505
— short-term borrowings	3,212	3,082	2,817	2,872	5,362
— long-term borrowings	8,519	8,518	8,487	8,455	7,926
Total equity	**11,947**	**11,959**	**12,182**	**12,718**	**14,384**

Income statement (VNDbn)

Item	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
Net revenue	**1,614**	**2,041**	**2,395**	**2,993**	**8,138**
Gross profit	398	400	431	917	2,062
Gross margin (%)	24.7	19.6	18.0	30.6	25.3
EBITDA	500	433	634	973	2,346
Interest expense	(256)	(257)	(251)	(237)	(310)
Profit before tax	**18**	**14**	**233**	**581**	**1,748**
NPAT attributable to parent	**6**	**5**	**222**	**537**	**1,666**
Net margin, parent (%)	0.4	0.2	9.3	17.9	20.5

Source: MSR consolidated financial statements (Q2 2026 unreviewed), TCBS system, TCBS. The operating figures — average APT price, refined tungsten output and processed ore volume — are disclosed by the company and do not appear in the financial statements. 2024 revenue still consolidated H.C. Starck — the business sold to Mitsubishi Materials, completed in December 2024 — so 2024 and 2025 revenue are not on the same consolidation basis. Excluding H.C. Starck, 2024 revenue was VND 6,277bn per the company's annual report.

Appendix — Financial model & forecast 2021–2030

Unit: VNDbn (except ratio, times, % and day items) · Columns 2026–2030 are forecast figures

	ACTUAL					FORECAST · TCBS				
Indicator	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030
Shares outstanding (mn)	1,105	1,105	1,105	1,105	1,105	1,105	1,105	1,105	1,105	1,105
P/E (x)	**–**	**–**	**–**	**–**	**–**	**15.4**	**14.4**	**13.5**	**12.6**	**11.8**
EPS (VND/share)	177	62	-1,426	-1,482	10	2,864	3,055	3,267	3,495	3,734
P/B (x)	**–**	**–**	**–**	**–**	**–**	**3.2**	**2.6**	**2.2**	**1.9**	**1.6**
BVPS (VND/share)	12,978	13,799	12,329	11,008	11,024	13,888	16,944	20,211	23,706	27,441
EV/EBITDA (x)	–	–	–	–	–	10.6	10.1	9.7	9.2	8.8
ROE (parent)	**1.4%**	**0.5%**	**-10.9%**	**-12.7%**	**0.1%**	**23.0%**	**19.8%**	**17.6%**	**15.9%**	**14.6%**
Gross margin	16.7%	15.3%	5.6%	6.2%	18.5%	21.5%	21.5%	21.5%	21.5%	21.5%
Operating margin	8.8%	8.6%	-0.7%	0.6%	16.1%	19.8%	19.8%	19.8%	19.8%	19.8%
Net margin (parent)	**1.4%**	**0.4%**	**-11.2%**	**-11.4%**	**0.1%**	**12.8%**	**13.0%**	**13.3%**	**13.5%**	**13.7%**
Revenue / assets	0.3	0.4	0.3	0.5	0.3	0.7	0.6	0.6	0.6	0.6
(Debt − cash) / equity	0.9	1.0	1.2	0.9	0.8	0.5	0.3	0.1	-0.0	-0.1
EBIT / interest expense (x)	1.1	1.1	-0.1	0.1	1.2	5.1	5.3	5.6	5.9	6.2
Days receivable	71	69	71	48	97	25	37	37	37	37
Days inventory	192	190	165	81	173	77	98	98	98	98
Net revenue	**13,564**	**15,550**	**14,093**	**14,336**	**7,443**	**24,710**	**25,945**	**27,243**	**28,605**	**30,035**
Revenue growth	*+86%*	*+15%*	*-9%*	*+2%*	*-48%*	*+232%*	*+5%*	*+5%*	*+5%*	*+5%*
Gross profit	2,270	2,377	784	893	1,375	5,313	5,578	5,857	6,150	6,458
Profit before tax	157	-23	-1,654	-934	49	3,956	4,220	4,513	4,828	5,159
EBITDA	2,775	2,838	1,218	1,420	1,865	5,580	5,853	6,138	6,438	6,753
NPAT attributable to parent	**196**	**69**	**-1,576**	**-1,638**	**11**	**3,165**	**3,376**	**3,610**	**3,862**	**4,127**
Earnings growth		*-65%*	*n/a*	*n/a*	*n/a*	*n/a*	*+6.7%*	*+6.9%*	*+7.0%*	*+6.9%*
Cash & ST investments	1,051	1,511	982	1,469	1,645	2,929	5,321	8,324	11,510	14,951
Short-term receivables	2,653	2,941	2,757	1,873	1,983	2,581	2,710	2,846	2,988	3,138
Inventory	5,930	6,858	5,998	2,968	2,875	5,309	5,574	5,853	6,145	6,453
Total assets	**39,351**	**41,521**	**40,372**	**26,967**	**26,460**	**36,924**	**40,356**	**44,483**	**48,888**	**53,584**
Short-term borrowings	4,800	13,105	7,896	3,658	2,817	2,817	2,817	2,817	2,817	2,817
Long-term borrowings	9,238	2,979	8,761	8,567	8,487	8,487	8,487	8,487	8,487	8,487
Total borrowings	**14,038**	**16,084**	**16,657**	**12,225**	**11,304**	**11,304**	**11,304**	**11,304**	**11,304**	**11,304**
Total liabilities	25,010	26,274	26,748	14,803	14,279	21,577	21,633	22,150	22,692	23,261
Total equity	**14,341**	**15,247**	**13,624**	**12,164**	**12,182**	**15,347**	**18,723**	**22,333**	**26,196**	**30,322**
Free cash flow (FCF)	–	–	–	–	–	-480	2,979	3,581	3,755	4,000

Source: MSR consolidated financial statements (actual columns) and TCBS estimates (forecast columns). Forecast P/E and P/B are calculated on the closing price of 25 August 2026. P/E and P/B for actual years are not presented because the company was loss-making in 2023–2024 and posted negligible profit in 2025, leaving those ratios without comparative meaning.

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