

**HANOI BEER TRADING JOINT
STOCK COMPANY**

THE SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

No: 04/HAT
*Re: Explanation of Net Profit After
Corporate Income Tax for Q4 2024*

HaNoi, date 20 month 01 year 2025

To: State Securities Commission
Hanoi Stock Exchange

1. Company Name: HANOI BEER TRADING JOINT STOCK COMPANY
2. Stock Code: HAT
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Hanoi Beer Trading Joint Stock Company explains the difference in Net Profit After Corporate Income Tax in the Income Statement for Q4 2024 compared to the same period of the previous year as follows:

Unit: Million VND

Items	Q4/2024	Q4/2023	Increase (+) / Decrease (-)
Total Revenue	275.472	238.149	37.323
Cost of Goods Sold and Services	256.850	219.681	37.169
Total Expenses	22.086	15.558	6.528
Net Profit After Tax	1.009	7.641	-6.632

At the beginning of Q3 2024, Typhoon Yagi had a significant impact on the sales volume for Q3 specifically, and the overall annual sales target of the Company. In order to ensure the completion of all tasks assigned for the year, the Company developed various solutions to increase sales in Q4, such as organizing promotional programs, sales promotions, customer support, and enhancing sales points. As a result, the business performance in Q4 achieved many positive outcomes.

The sales volume for Q4 reached 18.23 million liters, an increase of 2.3 million liters compared to 2023 (a 14.27% increase compared to the same period last year and a 14.7% increase compared to the Q4 target). This led to a total revenue of VND 275,472 million for Q4, an increase of VND 37,323 million compared to the same period in 2023. The cost of goods sold in Q4 was VND 256,850 million, an increase of 16.92% compared to the same period last year. Additionally, expenses for Q4 increased by VND 6,528 million compared to the same period last year due to some expenses from Q3 that were not fully documented, so they were recorded in Q4. Furthermore, sales promotion and customer support programs resulted in a 41% increase in expenses for Q4 compared to the same period last year (total expenses for Q4 were VND 22,086 million). As a result, the after-tax profit for Q4 was VND 1,009 million, a decrease of VND 6,632 million compared to the same period in 2023. However, the total profit for the entire year of 2024 still exceeded the business plan set by the Company's General Meeting of Shareholders (the Company successfully achieved all the planned targets related to sales volume, revenue, expenses, and profit for 2024).

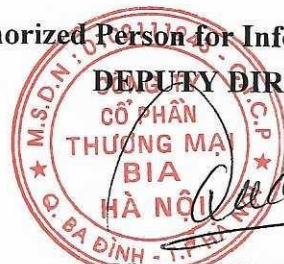
The above factors are the key elements that impacted the after-tax profit in the Q4 financial report compared to the same period last year.

Recipients:

- As above;
- Filed in the accounting department and office.,

Authorized Person for Information Disclosure

DEPUTY DIRECTOR



Nguyen Hai Quan