

Interfood Shareholding Company
Lot 13, Tam Phuoc IZ
Tam Phuoc Ward, Dong Nai

SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness
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No : 442/CV/IFS/2025

Dong Nai, 16th October 2025

To : - State Securities Commission (SSC)
- Hanoi Stock Exchange (HNX)

(Re: Explanatory for Business results of 3rd Quarter 2025)

First we would like to thank you for your continued support.

We would like to provide the result of income statement for the 3rd Quarter of year 2025 as following:

Unit: VND'000

Descriptions	3rd Quarter 2025	3rd Quarter 2024	Variance	YTD2025-Q3	YTD2024-Q3	Variance
Revenue from sale of goods	531,441,935	497,380,978	7%	1,581,681,204	1,534,915,405	3%
Deductions	30,513,856	32,720,705	-7%	94,788,013	98,428,834	-4%
<i>% of Deductions</i>	6%	7%		6%	6%	
Net revenue	500,928,079	464,660,273	8%	1,486,893,191	1,436,486,571	4%
Cost of sales	346,799,007	298,094,919	16%	1,018,410,801	922,551,092	10%
<i>Cost of sales %</i>	69%	64%		68%	64%	
Gross profit	154,129,072	166,565,354	-7%	468,482,390	513,935,479	-9%
<i>Gross profit %</i>	31%	36%		32%	36%	
Financial income	7,409,644	7,005,000	6%	22,188,682	15,891,987	40%
Financial expenses	82,837	134,640	-38%	382,478	361,825	6%
<i>In which: interest expense</i>	-	-		-	-	
Selling expenses	102,029,197	107,026,549	-5%	297,487,050	301,993,613	-1%
<i>Selling expenses %</i>	20%	23%		20%	21%	
General and administration expenses	13,987,972	11,399,302	23%	40,613,774	35,542,042	14%
Operating profit	45,438,710	55,009,863	-17%	152,187,770	191,929,986	-21%
Other income	430,199	1,076,291	-60%	2,080,589	2,037,057	2%
Other expenses	257,146	2,160,350	-88%	905,472	5,569,357	-84%
Profit before tax	45,611,763	53,925,804	-15%	153,362,887	188,397,686	-19%
CIT for the current year	10,102,228	11,376,883	-11%	26,950,288	38,102,130	-29%
Deferred CIT	(969,215)	(152,380)	536%	3,826,051	2,603,060	47%
Profit after tax	36,478,750	42,701,301	-15%	122,586,548	147,692,496	-17%
<i>Profit after tax %</i>	7%	9%		8%	10%	

In the third quarter of 2025, the company achieved a profit after tax of 36.4 billion VND, a decrease of approximately 15% compared to the third quarter of 2024. The company would like to explain this as follows:

Net revenue increased by 7% compared to the same quarter last year, primarily due to the Company continues to promote sales programs, advertising, and promotions to maintain its annual sales plan.

Cost of goods sold in Q3 2025 increased, reaching 69% of net revenue, up 5% from 64% in the same period last year. This was due to rising prices of certain key input materials and a decline in production volume, resulting in higher product costs.

Financial income for the quarter increased, driven by a rise in deposit interest rates compared to the same period last year.

Selling expenses remained at 20% of net revenue, decreased compared same period last year. The Company continued to implement promotional programs and media campaigns, mainly focused on key product lines to drive sales growth during the quarter.

Administrative expenses remained stable at 3% of net revenue, the same as the previous year.

Other income primarily relates to compensation from some suppliers.

Other expenses were primarily related to tax expenses paid on behalf of individual business households.

Above are some main factors explaining the result of a difference of over 10% in business activities in the third quarter of 2025 compared to the same period last year.

Thanks and best regards.

ON BEHALF OF THE COMPANY



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Atsushi Kawasaki
General Director

