

KHANH HOA SALANGANES NEST THE SOCIALIST REPUBLIC OF VIETNAM
SOFT DRINK JOINT STOCK
COMPANY
Independence – Freedom – Happiness

No.: 66 -2025/CV-SKV

Khanh Hoa, 26th March 2025

Re: explanation of profit fluctuations in
2024

To:

- State Securities Commission of Vietnam;
- Hanoi Stock Exchange;
- The Shareholders.

Pursuant to the provision of clause 4 Article 14 of Circular No. 96/2020/TT-BTC dated 16 November 2020 guiding information disclosure on the stock market, Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company (SKV) explains profit after corporate income tax reflected in the separate financial statements and the consolidated financial statements in 2024 decreasing by over 38% in comparison with that of the same period in the previous year as follows:

+ The parent company's financial statements:

Item	2024	2023	% 2024/ 2023
Profit after tax (VND)	61.975.512.417	101.303.367.543	61,2%

+ The consolidated financial statements:

Item	2024	2023	% 2024/ 2023
Profit after tax (VND)	62.410.733.978	103.445.677.843	60,3%

In 2024, the impact of economic recession and inflation increase led to a decline in consumer demand for goods. At the same time, the recent Yagi storm also caused huge damage to people and property in the northern provinces leading the Company's business operations to meet many difficulties. In addition, the problem of counterfeit goods of the Khanh Hoa Salanganes Nest, Sanest, and Sanvinest brands is public, widespread, and increasingly complex, causing confusion among consumers, affecting the Company's reputation and brand significantly. A number of inventories high increased at the Company's sales distribution channels.

With the prevailing situation, at the beginning of the third quarter, Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company oriented and directed branches and markets to bring back actual revenue. Therefore, to keep up with the actual situation, the Company asked for opinions and was approved by the General Meeting of Shareholders to adjust the production and business plan for



2024. As a result of this adjustment, the Company has successfully exceeded its originally assigned targets for the year ended 2024.

- The Company's revenue in 2024 is VND 1.554,6 billion equal to 103% of the 2024 plan.

- The Company's profit after tax in 2024 is VND 62,4 billion equal to 104% of the 2024 plan.

With the aforementioned difficulties, the Board of Management and the Executive Officers of Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company have coordinated with branches and markets nationwide to promote the business system, strive and attempt to sales of goods completing revenue and profit targets assigned by the General Meeting of Shareholders.

Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company kindly reports to the State Securities Commission, Hanoi Stock Exchange and its shareholders on the profit after tax situation for 2024. The Company is committed to overcoming challenges in production and business operations, ensuring that employees have stable jobs.

Sincerely thank you and best regards./.

To:

- As above;
- Keeping in file; finance - planning department.

**KHANH HOA SALANGANES NEST
SOFT DRINK JOINT STOCK
COMPANY**

**CHAIR
OF THE BOARD**



Nguyen Khoa Bao

