

No: MM/CV-HNM

Hanoi, January 20th, 2025

V/v: The explanation regarding the  
difference in profit after tax in Quarter  
4/2024

**To : Hanoi Stock Exchange**

Company name : Hanoimilk Joint Stock Company  
Stock symbol : HNM  
Address : Quang Minh Industrial Park – Me Linh – Hanoi  
Tel : (04) 3 8866 563 Fax: (04) 3 8866 564  
Person making the announcement : Ha Quang Tuan

Hanoimilk Joint Stock Company (“Hanoimilk”) has announced the Financial statements for the 4th Quarter of 2024 ending on December 31, 2024 including: Financial statements, Balance Sheet, Income Statement and Cash Flow Statement. At the request of your agency, we is pleased to disclose the explanation as follows on some issues related to after-tax profit in the fourth quarter of 2024 compared with the same period in 2023:

In the fourth quarter of 2024, profit after tax reached VND 5.98 billion, an increase of VND 0.93 billion, equivalent to an increase of 82.4% over the same period in 2023.

Some of the main reasons leading to the above business results are:

1. Sales revenue: In the fourth quarter of 2024, sales revenue reached 191.7 billion VND, down (15.8 billion VND), equivalent to a decrease of (7.6%) compared to the same period last year.
2. Expenses: selling expenses/revenue increased by 2%, business management expenses/revenue decreased (1.6%), financial expenses/revenue decreased (0.1%), cost of goods sold decreased (0.1%). However, corporate income tax payable decreased compared to the same period last year, so profit after tax increased.

Above is the Company's explanation of the profit fluctuation in the fourth quarter of 2024 compared to the fourth quarter of 2023. The explanation is the explanation of Song Cam Shipbuilding Joint Stock Company to Hanoi Stock Exchange. The entire Financial statements of Hanoimilk is posted on the Website: <http://hanoimilk.com>

The company hereby reports and is responsible for the content of the above report.

Best regards!

**Recipients:**

- As above
- Archived at Administration –  
Management, Accounting

**O/B. HANOIMILK JOINT STOCK  
COMPANY****CHỦ TỊCH HĐQT**  
*Hà Quang Tuấn*