

PERIODIC INFORMATION DISCLOSURE FOR FINANCIAL STATEMENTS

To: Hanoi Stock Exchange

Pursuant to Circular No. 96/2020/TT-BTC dated November 16, 2020 by the Ministry of Finance on information disclosure on the stock market, Khanh Hoa Sanest Soft Drink Joint Stock Company shall disclose the following 2024 Financial Statements:

1. Organization Name: Khanh Hoa Sanest Soft Drink Joint Stock Company

- Stock Code: SKH
- Address: National Highway 1A, My Thanh, Cam Thinh Dong, Cam Ranh, Khanh Hoa.
- Tel: 0258 3865666 Fax: 0258 3865664.
- Email: sanestkhanhhoa@sanest.com.vn.
- Website: <http://www.sanestkhanhhoa.com.vn>

2. Content of Information Disclosure:

- 2024 financial statements, as stipulated in Clause 3, Article 14 of Circular No. 96/2020/TT-BTC, include:

- Separate financial statements
- Consolidated Financial Statements (Listed organizations have subsidiaries);
- Combined Financial Statements (Listed organizations have accounting units under their own accounting apparatus).

- Cases requiring explanation of reasons:

+ The auditing firm issued an opinion that is not an unqualified opinion for the financial statements (for the audited financial statements of 2024)

- Yes No

Explanation document (if any)

- Yes No

+ Post-tax profit in the reporting period has a difference of 5% or more before and after the audit, changes from loss to profit or vice versa (for the audited financial statements of 2024):

- Yes No

Explanation document (if any)

- Yes No



+ The net profit after corporate income tax in the Income Statement of the reporting period changes by 10% or more compared to the statement of the same period of the previous year:

Yes No

Explanation document (if any)

Yes No

+ The net profit after tax in the reporting period shows a loss, changing from profit in the report of the same period of the previous year to a loss in this period or vice versa

Yes No

Explanation document (if any)

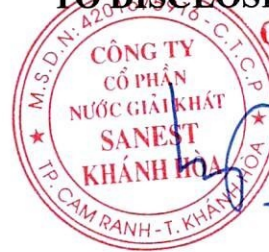
Yes No

This information has been disclosed on the company's website on January 23, 2025, at the link: <http://www.sanestkhanhhoa.com.vn>

Attached Document

- 2024 Financial Statements
- Explanation document No: 13../CV-SKH.

KHANH HOA SANEST SOFT DRINK JSC
PERSON AUTHORIZED
TO DISCLOSE INFORMATION
GENERAL DIRECTOR



Lê Hoàng Anh



**KHANH HOA SANEST SOFT DRINK
JOINT STOCK COMPANY**

No: 13/CV-SKH

Regarding the explanation of the after-tax
profit fluctuation for 2024

**SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness**

Cam Thinh, January 23, 2025

To:

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

Pursuant to Clause 4, Article 14 of Circular 96/2020/TT-BTC dated November 16, 2020, guiding information disclosure on the stock market.

Khanh Hoa Sanest Soft Drink Joint Stock Company explains the after-tax corporate income tax profit in the 2024 Income Statement, which has decreased compared to the same period in 2023, as follows:

Unit: Million VND

No.	Items	2024 Financial Statements		2023 Financial Statements		Percentage +/- (%)	
		Consolidated	Separate	Consolidated	Separate	Consolidated	Separate
1	Revenue	1,177,337	1,129,476	1,900,050	1,836,961	-38.04%	-38.51%
2	After-tax profit	56,267	52,713	102,501	106,924	-45.11%	-50.70%

With the expectation that the economy will recover in 2024 after a series of years impacted by the pandemic and recession, the Board of Directors and the Executive Board of the Company set revenue and profit plan in line with the optimistic economic forecast at the beginning of 2024.

However, by Q3/2024, the market for the Company's bird's nest beverages showed signs of slowing down due to consumers tightening their spending, resulting in a significant decline in purchasing power. Furthermore, the situation of counterfeit products, fake goods, and intellectual property violations, including industrial designs, regarding Sanest and Sanvinest bird's nest beverages, remains complicated, significantly affecting sales activities in the market and contributing to high inventory levels at the Company's sales distribution channels.

Therefore, to reduce inventory pressure on the distribution system, continue improving product quality, modernize packaging designs, and launch Sanest and Sanvinest bird's nest beverages with increased bird's nest content to enhance competitiveness, the Company implemented various demand stimulation programs, increased product visibility on store shelves, and expanded the market coverage of Sanest and Sanvinest bird's nest beverages. Additionally, the distribution system and sales channels were streamlined for stable growth in the coming years. As a result, the Board of Directors and the Executive Board proactively collected shareholders' written opinions and was approved to adjust the projected revenue and profit for the full year of 2024.

With these strategic changes, the Company has achieved positive results, specifically: After-tax profit for 2024 in the Separate financial statements was VND 52,713 million (a

decrease of 50.7% compared to the same period last year), and in the Consolidated financial statements was VND 56,267 million (a decrease of 45.11% compared to the same period last year).


Khanh Hoa Sanest Soft Drink Joint Stock Company hereby informs the State Securities Commission, Hanoi Stock Exchange and our shareholders about the profit fluctuation of the Company in 2024.

Thank you sincerely and best regards!

Recipients:

- As above;
- Archives: Office, Financial Accounting Department

PERSON AUTHORIZED
TO DISCLOSE INFORMATION
GENERAL DIRECTOR



Lê Hoàng Anh

