

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 Q4-2024 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:

- Q4-2024 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>



KHANH HOA SANEST SOFT DRINK JSC

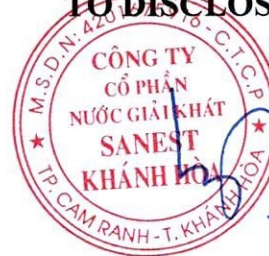
PERSON AUTHORIZED

TO DISCLOSE INFORMATION

GENERAL DIRECTOR

Attached Document

- Q4-2024 Financial Statements
- Explanation document No: ~~18~~.../CV-SKH.



Lê Hoàng Anh

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

No: 12/CV-SKH

Regarding the explanation of the after-tax
profit fluctuation for Q4/2024

**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 Q4/2024 Income Statement, which has decreased compared to the same period in 2023, as follows:

Unit: Million VND

No.	Items	Q4/2024 Financial Statements		Q4/2023 Financial Statements		Percentage +/- (%)	
		Consolidated	Separate	Consolidated	Separate	Consolidated	Separate
1	Revenue	312,717	299,817	474,050	466,286	-34.03%	-35.70%
2	After-tax profit	12,469	17,881	24,775	34,013	-49.67%	-47.43%

The situation of counterfeit and imitation goods, and intellectual property violations, including industrial designs concerning products of Khanh Hoa Salanganes Nest, Sanest, and Sanvinest, continues to increase, seriously impacting the Company's sales activities in the market. While market demand in Q4/2024 showed some prosper compared to Q3/2024, it still hasn't experienced strong growth in the final months of the year.

In Q4/2024, the Company enhanced product quality, launched products with increased bird's nest content, redesigned packaging with new, luxurious, and eye-catching technology, carried out stimulus and attractive promotional programs for sales channels. These efforts increased brand recognition for Sanest Khanh Hoa - the National Brand at sales points on the market, limiting the image of competitors, boost benefits, and reduce inventory pressure for retailers, distributors, and agents.

As a result, the after-tax profit for Q4/2024 in the Separate Financial Statements was VND 17,881 million (a decrease of 47.43% compared to the same period last year), and in the Consolidated Financial Statements was VND 12,469 million (a decrease of 49.67% compared to the same period last year).

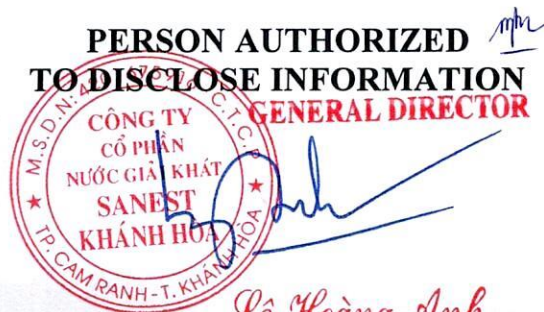
Khanh Hoa Sanest Soft Drink Joint Stock Company hereby informs the State Securities Commission, Hanoi Stock Exchange, and our shareholders about the profit fluctuation of the Company in Q4/2024.

Thank you sincerely and best regards!

Recipients:

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

**PERSON AUTHORIZED
TO DISCLOSE INFORMATION
GENERAL DIRECTOR**



Lê Hoàng Anh