

Re: Explanation of changes in net profit after tax 2024)

Hanoi, 29th March 2025

To: - STATE SECURITIES COMMISSION
- HANOI STOCK EXCHANGE

Company name: **VIETNAM HERBS AND FOODS JOINT STOCK COMPANY**

Stock code: VHE

Head office address: No. 277 Van Xuan Street, Ha Mo Commune, Dan Phuong District, Hanoi.

Pursuant to Clause 4, Article 14, Chapter III, Circular 96/2020/TT-BTC, issued on November 16, 2020 and effective from January 1, 2021 of the Ministry of Finance guiding information disclosure on the stock market, Vietnam Pharmaceutical and Food Joint Stock Company would like to explain as follows:

Profit after corporate income tax changes by 10% or more compared to the same period last year.

No	Criteria	Năm 2024 (VND)	Năm 2023 (VND)	Difference	
				Absolute number (VND)	Percentage (%)
1	Net revenue	408,752,243,096	314,415,407,093	94,336,836,003	30
2	profit after corporate income tax	1,225,881,687	1,627,278,785	-401,397,098	-24.67

- Profit after corporate income tax in 2024 decreased by 24.67% compared to 2023 due to:

+ Net revenue increased by 30% compared to the same period last year, of which revenue from agricultural products increased by 99.88 billion, equivalent to 32.76%. Due to increased demand in the agricultural market. Revenue from herbal drinks decreased by 5.85 billion, equivalent to 63%. Due to rapid inflation in the domestic and foreign economies, the tense trade war has caused consumers to tighten spending.

+ Selling expenses in 2024 increased slightly by 6.67% compared to 2023 due to a slight increase in direct export revenue. Business management expenses increased by 19.2% compared to the same period last year due to additional investment in management personnel costs to match the Company's scale. Financial expenses increased by 34.59% compared to 2023 due to the Company accessing some capital sources from Banks.

Thus, Revenue increased at a rate corresponding to the cost of capital, while other expenses such as selling expenses, management expenses, and financial expenses increased, leading to a decrease in profit after corporate income tax of VND 401,397 million, equivalent to 24.67% compared to the same period last year.

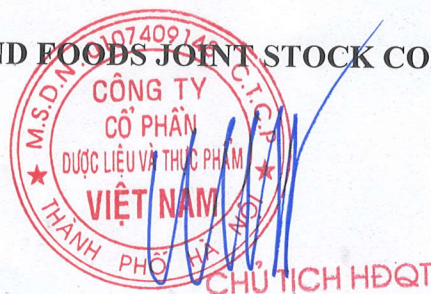
Sincerely thank you!

Place of sending:

- As above;

-Save: VT

VIETNAM HERBS AND FOODS JOINT STOCK COMPANY



CHỦ TỊCH HĐQT

Bùi Tiến Vinh