

HA NOI BEER ALCOHOL AND BEVERAGE
JOINT STOCK CORPORATION
HA NOI BEER TRADING JSC

No: 84 /HAT

Re: *Explanation of Corporate Income Tax
After-Tax Profit for Q3/2025*


THE SOCIALIST REPUBLIC OF VIETNAM
Independence - Freedom - Happiness

Ha Noi, date 16 month 10 year 2025

To: - *The State Securities Commission*
- *Ha Noi Stock Exchange*

1. Company name: HANOI BEER TRADING JOINT STOCK COMPANY
2. Stock code: HAT
3. Head office address: No. 183 Hoang Hoa Tham, Ngoc Ha Ward, Hanoi City
4. Telephone: (+84) 24 37281476

Hanoi Beer Trading Joint Stock Company hereby provides an explanation for the difference in business results for Q3/2025 compared to the same period in the previous year as follows:



Indicator	Q3/2025	Q3/2024	Increase (+) / Decrease (-)
Net revenue	469,756	427,927	41.829
Cost of goods sold/services	440,071	399,456	40.615
Total expenses	44,173	23,147	21.026
Net profit after tax	6,925	5,391	1.534

The business results for Q3/2025 differ significantly from those of Q3/2024 in terms of revenue, cost of goods sold, and expenses due to the following: Since October 2024, there have been many changes in the Company's purchase prices from the parent company – Hanoi Beer - Alcohol - Beverage Corporation (the Corporation). In addition, the sales volume in Q3/2025 increased by 6% compared to the same period, resulting in a revenue increase of VND 41,829 million year-over-year, while cost of goods sold rose by VND 40,615 million (revenue up by 9.7%, cost of goods sold up by 10% compared to Q3/2024).

Expenses in Q3/2025 increased by VND 21,026 million compared to the same period in 2024 due to transportation, handling, and similar customer-related expenses being recorded under selling expenses (whereas in Q3/2024, these expenses were recorded under cost of

services corresponding with service revenue from transportation and handling). However, the company recorded a support amount of VND 21,762 million from the Corporation, resulting in net profit after tax of VND 6,925 million in Q3/2025, an increase of 28% compared to the same period in 2024.

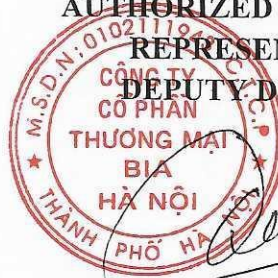
The above are the key factors affecting the business results in the Q3/2025 Financial Statements compared to the same period last year.

Recipients:

- *As above;*
- *Archives: Accounting, Office.*

AUTHORIZED DISCLOSURE

**REPRESENTATIVE
DEPUTY DIRECTOR**



Nguyễn Hai Quan
Nguyễn Hai Quan

