

**KHANH HOA SALANGANES NEST
SOFT DRINK JOINT STOCK
COMPANY**

THE SOCIALIST REPUBLIC OF VIETNAM
Independence – Freedom – Happiness

No. 208/2025 /SKV

Khanh Hoa, 29 October 2025

Re: explanation of profit after tax
fluctuations in the third quarter of 2025

To:

- State Securities Commission of Vietnam;
- Hanoi Stock Exchange;
- Shareholders.

Pursuant to the provision of clause 4 Article 14 of Circular No. 96/2020/TT-BTC dated 16 November 2020 guiding information disclosure on the stock market, Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company (SKV) explains profit after corporate income tax reflected in the separate financial statements and the consolidated financial statements for the third quarter of 2025 increased by 29,9% and 30,9% respectively in comparison with that of the same period in the previous year as follows:

+ The parent company's financial statements:

Item	Quarter 3.2025	Quarter 3.2024	Percentage +/- (%)
Profit after tax (VND)	10.340.028.766	7.963.285.536	+29,9%

+ The consolidated financial statements:

Item	Quarter 3.2025	Quarter 3.2024	Percentage +/- (%)
Profit after tax (VND)	10.576.446.257	8.079.325.893	+30,9%

In 2025, due to a significant decline in domestic consumer purchasing power, along with an increasing issue of counterfeit and imitation products bearing the Khanh Hoa Salanganes Nest, Sanest, and Sanvinest brands. These counterfeits caused consumer confusion and severely damaged the Company's reputation and brand value. The Board of Management and the Executive Board of the Company focused on enhancing production and business operations. They implemented several strategic solutions to boost sales with the customer appreciation program "**Khanh Hoa Salanganes Nest - Sanest - Sanvinest: The Pride of a National Brand.**" In addition, the Company introduced effective measures to decrease inventories, selling expenses, and general and administration expenses. As a result, the profit after tax for the third quarter of 2025 increased by over 29% compared to the same period the previous year and the profit for the first 9 months of 2025 reached 75% of the annual target.

Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company kindly reports to the State Securities Commission, the Hanoi Stock Exchange, and shareholders on the Company's profit after corporate income tax for the third quarter of 2025. The Company reaffirms its commitment to striving for the successful achievement of the business targets set by the General Meeting of Shareholders.

Sincerely thank you and best regards./.

To:

- As above;
- File in Secretariat, Finance and Planning Department.

**KHANH HOA SALANGANES NEST
SOFT DRINK JOINT STOCK
COMPANY**

**CHAIR
OF THE BOARD**



Nguyen Khoa Bao

