

*Ha Noi, date 20 month 01 year 2026*

## DISCLOSURE OF FINANCIAL STATEMENTS

To: Hanoi Stock Exchange

Pursuant to Clauses 3 and 4, Article 14 of Circular No. 96/2020/TT-BTC dated 16 November 2020 of the Ministry of Finance providing guidelines on information disclosure in the securities market, Hanoi Beer Trading Joint Stock Company hereby discloses its Q4/2025 Financial Statements to the Hanoi Stock Exchange as follows:

1. Company Name: HANOI BEER TRADING JSC

- Stock Code: HAT

- Head Office Address: No. 183 Hoang Hoa Tham Street, Ngoc Ha Ward, Hanoi City

- Telephone: (+84) 24 37281476

- Website: [www.biahoihanoi.com.vn](http://www.biahoihanoi.com.vn)

2. Contents of disclosed information: Q4/2025 Financial Statements

☒ Separate financial statements (The listed organization has no subsidiaries and its superior accounting unit has dependent units);

☐ Consolidated financial statements (The listed organization has subsidiaries);

☐ Combined financial statements (The listed organization has dependent accounting units with independent accounting apparatus);

- Explanatory letter on the variance in profit after tax:

+ The profit after corporate income tax on the income statement for the reporting period has changed by 10% or more compared to the same period of the previous year?

X YES

NO

Check the YES box in case of having explanation documents:

X YES

NO

+ The profit after tax for the reporting period recorded a loss, shifting from a profit in the same period of the previous year to a loss in the current period or vice versa:

YES

X NO

Check the YES box in case of having explanation documents:

YES

X NO



This information has been disclosed on the Company's website on 20/01/2026 at the following link: [www.biahoihanoi.com.vn](http://www.biahoihanoi.com.vn)

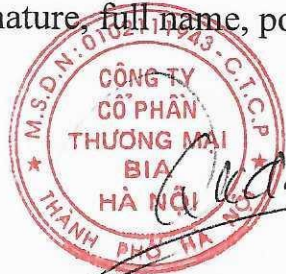
We hereby certify that the disclosed information is true and accurate, and we take full responsibility before the law for the content of the disclosed information.

***Attached Document:***

- Q4/2025 Financial Statements
- Explanatory letter on the variance in profit after tax

**Representative of the Organization**  
Legal Representative/ Authorized person for  
information disclosure

( Signature, full name, position, and seal )



PHÓ GIÁM ĐỐC  
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HA NOI BEER ALCOHOL AND BEVERAGE  
JOINT STOCK CORPORATION  
**HA NOI BEER TRADING JSC**

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

No: ~~04~~/HAT

Re: *Explanation of the variance in Profit After  
Tax in the Q4/2025 Financial Statements*

*Ha Noi, date 10 month 01 year 2026*

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 Street, Ngoc Ha Ward, Hanoi City
4. **Telephone:** (+84) 24 3728 1476

Hanoi Beer Trading Joint Stock Company hereby provides an explanation of the variance in business performance results for the fourth quarter of 2025 compared to the same period of the previous year, as follows:

*Unit: VND million*

Items	Q4/2025	Q4/2024	Increase (+) / Decrease (-)
Total revenue	261,087	275,472	(14,385)
Cost of goods sold and services	247,219	256,850	(9,631)
Total expenses	26,398	22,081	4,317
Profit after tax	2,643	1,009	1,634

The business performance results for Q4/2025 showed significant variances compared to Q4/2024, particularly in terms of revenue and cost of goods sold. The primary reason was a sharp decline in sales volume in November 2025 due to adverse weather conditions, including storms, flooding, and prolonged rainfall. As a result, sales volume in November reached only 66% of that in the same period of the previous year, leading to a decrease in Q4 revenue of VND 14,385 million, equivalent to a 5.22% year-on-year decline.

Although the Company implemented various measures to optimize and reduce cost components, the cost of goods sold still decreased by VND 9,631 million, corresponding to a 3.75% reduction compared to Q4/2024.

Total expenses in Q4/2025 increased by VND 4,317 million year-on-year, but remained lower than the budgeted plan due to the Company's timely cost-saving initiatives aimed at ensuring that the 2025 profit target remained in line with the approved annual business plan (full-year profit after tax reached VND 12,868 million).



The above are the principal factors affecting the business performance results in the Q4/2025 Financial Statements compared to the same period of the previous year.

**Recipients:**

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

**AUTHORIZED DISCLOSURE**

**REPRESENTATIVE  
DEPUTY DIRECTOR**



**Nguyen Hai Quan**

