

**VIETNAM HERBS AND FOODS JOINT
STOCK COMPANY**

SOCIALIST REPUBLIC OF VIETNAM

Independence – Liberty - Happiness

No. 2901/2026/CVGTHN-VHE

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(Re: Explanation of fluctuations in PAT, Q4/2025
Consolidated Financial Statements)

Hanoi, date 29 month 01 year 2026

To: - **STATE SECURITIES COMMISSION OF VIETNAM**
 - **HANOI STOCK EXCHANGE**

Company Name: **Vietnam Herbs and Foods Joint Stock Company**

Stock Code: **VHE**

Head Office Address: No. 277 Van Xuan Street, O Dien Commune, Hanoi City.

Pursuant to Clause 4, Article 14, Chapter III of Circular 96/2020/TT-BTC, issued on November 16, 2020, and effective from January 1, 2021, by the Ministry of Finance regarding guidance on information disclosure on the securities market, Vietnam Herbs and Foods Joint Stock Company hereby provides the following explanation:

Subject: Profit After Corporate Income Tax changed by 10% or more compared to the same period of the previous year.

No.	Criteria	Quarter 4/2025 (VND)	Quarter 4/2024 (VND)	Difference	
				Absolute Value	Rate (%)
1	Net Revenue	116,032,532,247	62,337,906,784	53,694,625,463	86.13
2	Profit After Corporate Income Tax	2,524,847,135	481,106,541	2,043,740,594	424.8

Explanation:

- Profit After Corporate Income Tax for Quarter 4 of 2025 increased by 424.8% compared to Quarter 4 of 2024 due to:

+ Net revenue increased by 86.13% compared to the same period last year. Specifically, revenue from Agricultural products increased by 54.33 billion, equivalent to 88.38%. The primary cause was market demand and an increase in the selling price of agricultural products. Revenue from herbal drinks decreased by 524.59 million, equivalent to 81.32%, attributed to the cold weather in Quarter 4, which reduced consumer demand for refreshments.

+ Cost of Goods Sold (COGS) for agricultural products increased by 84.29% compared to the same period last year, which is a lower rate of increase than that of revenue. This is attributed to the Company's strategic advantage of a spacious warehousing system, allowing for the accumulation of inventory during periods of low prices. This strategy helped reduce the average cost of capital, thereby increasing the gross profit margin. Additionally, enhanced control over wastage during preliminary processing contributed to reducing actual production costs and increasing profits.

+ Selling expenses in Quarter 4 of 2025 decreased by 18.7% compared to Quarter 4 of 2024 because direct export revenue declined, leading to a corresponding reduction in logistics



costs. General and Administrative expenses increased by 16.41% due to the procurement of necessary machinery and equipment for office operations. Financial expenses increased by 92.93% but remain a minor component of total costs.

Conclusion: Revenue growth outpaced the increase in the cost of goods sold. Concurrently, selling expenses decreased, while general and administrative expenses and financial expenses showed insignificant changes. Consequently, Profit After Corporate Income Tax increased by 2.04 billion VND, equivalent to 424.8%.

Sincerely thank you!

- Recipients:

- As above;

- Archived: Records Dept.

**VIETNAM HERBS AND FOODS JOINT STOCK
COMPANY**



CHỦ TỊCH HĐQT

Bùi Tiến Vinh

