

**VIETNAM HERBS AND FOODS
JOINT STOCK COMPANY**

No.: /2026/CVGTHN-VHE
(Re: Explanation of profit after tax
fluctuations in 2025 consolidated financial
statement)

SOCIALIST REPUBLIC OF VIETNAM

Independence – Freedom – Happiness

-----oOo-----

Hanoi, 24/03/ 2026

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

Company Name: Vietnam Herbs and Foods Joint Stock Company

Stock Code: VHE

Headquarters Address: No. 277 Van Xuan Street, O Dien Commune, Hanoi City, Vietnam

Pursuant to Clause 4, Article 14, Chapter III of Circular No. 96/2020/TT-BTC issued by the Ministry of Finance on November 16, 2020 (effective from January 1, 2021) guiding the disclosure of information on the stock market, Vietnam Herbs and Foods Joint Stock Company hereby provides an explanation as follows:

1. Profit After Corporate Income Tax changed by 10% or more compared to the same period last year.

No.	Indicator	2025 VND	2024 VND	Difference	
				Absolute number	Variance (%)
1	Net profit	534.710.664.379	436.101.869.536	98.608.794.843	22,61
2	Profit after corporate income tax	17.642.479.174	2.611.240.275	15.031.238.899	575,64

- Profit after corporate income tax in 2025 increased by 575.64% compared to 2024 due to:

+ Net Revenue increased by 22.61% YoY, Specifically, revenue from agricultural products increased by VND 92.24 billion (equivalent to 21.04%). This growth was primarily driven by rising market demand and higher selling prices of agricultural commodities. Revenue from herbal beverages decreased by VND 86.03 million (equivalent to 2.50%) as escalating global conflicts in 2025 led to price surges, causing consumers to tighten their spending.



+ Cost of Goods Sold (COGS) for agricultural products increased by 17.12% YoY, at a lower rate than revenue growth. This is due to the Company's extensive warehouse system, which allows for stockpiling inventory at low price points, thereby reducing weighted average COGS and expanding the gross profit margin. Additionally, improved loss control during pre-processing contributed to lower actual production costs and higher profits.

+ Selling expenses in 2025 decreased by 29.2% compared to 2024, as a reduction in direct export revenue led to lower logistics costs. General and Administrative expenses increased by 6.32% due to procurement of office equipment and recruitment of management personnel. Financial expenses increased by 106.43% but account for a minor proportion of total Net Revenue.

In summary, the higher growth rate of revenue compared to COGS, combined with a reduction in selling expenses and negligible increases in G&A and financial expenses, resulted in a VND 15.03 billion (575.64%) increase in profit after corporate income tax.

Sincerely thank you!

Recipients:

- As above;
- Archived: office.

**VIETNAM HERBS AND FOODS
JOINT STOCK COMPANY**



CHỦ TỊCH HĐQT

Bùi Tiến Vinh