

**VIETNAM HERBS AND FOODS
JOINT STOCK COMPANY**

SOCIALIST REPUBLIC OF VIETNAM
Independence – Liberty - Happiness

No. 2907R/2025/CVGT-VHE

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(Regarding: Explanation of fluctuations in Net
Profit After Tax Q2/2025 Seperate report)

Hanoi, 29/07, 2025

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

Company Name: Vietnam Herbs and Foods Joint Stock Company

Stock Code: VHE

Head Office Address: No. 277 Van Xuan Street, Ha Mo Commune, Dan Phuong District, Hanoi City, now No. 277 Van Xuan Street, O Dien Commune, Hanoi City

Pursuant to Clause 4, Article 14, Chapter III, Circular 96/2020/TT-BTC, issued on November 16, 2020, and effective from January 1, 2021, of the Ministry of Finance guiding information disclosure on the stock market, Vietnam Herbs and Foods Joint Stock Company would like to explain as follows:

1. Net profit after corporate income tax changed by 10% or more compared to the same period last year.

No	Indicator	Q2/2025 (VND)	Q2/2024 (VND)	Difference	
				Absolute Amount - (VND)	Rate (%)
1	Net Revenue	197,144,905,760	154,491,634,583	42,653,271,17	27.61
2	Net profit after corporate income tax	11,090,067,004	436,166,113	10,653,900,891	2,442.62

- Net profit after corporate income tax for Q2 2025 increased by 2,442.62% compared to Q2 2024 due to:

+ Net revenue sharply increased by 30.03% compared to the same period last year. This is a significant growth rate, demonstrating effective market exploitation and well-utilized business opportunities, especially in the agricultural product segment. Specifically, agricultural product revenue increased by 42.83 billion VND, equivalent to 27.96%. Due to rising global agricultural product market prices, the Company, with its large warehouse capacity, was able to seize opportunities to stock goods when prices were low and sell them when prices were high. Revenue from herbal drinks decreased by 245 million VND, equivalent to 19.37%. This was due to the government's campaign to cleanse the market of unsafe food products, which affected consumer psychology and led to caution in purchasing, even for quality-standard products.



+ Selling expenses in Q2/2025 slightly decreased by 1.88% compared to Q2/2024 because the Company prioritized risk management and continued to prioritize sales to domestic enterprises. Direct agricultural product export revenue maintained a certain level, so logistics costs for direct exports did not fluctuate significantly. General and administrative expenses slightly decreased by 10.76% as office machinery reached the end of its useful life. Financial expenses increased by 139.27% as the Company secured new loan packages from banks to supplement working capital for production and business activities.

As a result, the increase in revenue is attributable to the Company's strategic approach and favorable conditions, allowing it to effectively leverage market growth opportunities for better profit margins. The revenue increase, with a higher growth rate than the cost of goods sold, combined with insignificant changes in selling expenses, general and administrative expenses, and financial expenses, led to a Net profit after corporate income tax increase of 10.33 billion VND, equivalent to 986.44% compared to the same period last year.

Sincerely,

Recipients:

** As above;*

** Save: VT*

VIETNAM HERBS AND FOODS JOINT STOCK COMPANY



CHỦ TỊCH HĐQT

Bùi Tiến Vinh

