

**VIETNAM HERBS AND FOODS JOINT
STOCK COMPANY**

SOCIALIST REPUBLIC OF VIETNAM

Independence - Liberty – Happiness

No.: 2404 /2026/CVGTHN-VHE

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(Re: Explanation for the fluctuation in Profit after tax
Q1/2026 consolidated financial statements)

Hanoi, 24/04 / 2026

**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, 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 01, 2021 by the Ministry of Finance providing guidance on information disclosure on the stock market, Vietnam Herbs and Foods Joint Stock Company would like to explain as follows:

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

No	Indicator	Q1/2026 VND	Q1/2025 VND	Difference	
				Absolute number	Percentage (%)
1	Net revenue	157.600.826.148	156.970.403.591	630.422.557	0,4
2	Profit after corporate income tax	5.156.620.242	1.155.271.809	4.001.348.433	346,36

- Profit after corporate income tax in Q1 2026 increased by 346,36% compared to Q1 2025 because:

+ Net revenue increased by 0.4%, but the cost of goods sold decreased by 4.54% compared to the same period last year. This is due to the company's extensive warehousing system, which allows for inventory storage during periods of low prices, thus reducing the cost of goods sold. Specifically, revenue from agricultural products increased by VND 666.08 million, equivalent to 0.43%. Revenue from herbal beverages decreased by VND 149.78 million, equivalent to 34.54%, because the first quarter was a period of cool weather, leading to reduced demand for beverages and consequently lower consumer consumption.

+ Selling expenses in Q1/2026 decreased by 19.21% compared to Q1/2025 due to a decrease in direct export revenue, leading to a reduction in logistics costs. Administrative expenses increased by 23.63% but accounted for a small proportion. Financial expenses increased by 85.69% year-on-year as the company gained access to new credit packages to supplement working capital for production and business operations.

Thus, although revenue increased slightly, the cost of goods sold decreased at a rate greater than the increase in revenue. Simultaneously, selling expenses decreased, while administrative and financial expenses increased but accounted for a small proportion, leading to a net profit after corporate income tax increase of over 4 billion VND, equivalent to 346.36%.

Sincerely thanks!

Recipients:

- As above;

- Archive: Clerical office

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CHỦ TỊCH HĐQT

Bùi Tiến Vinh