

No: 72.../CV-HNM

*V/v: Explanation of the variation in profit in
the 2026 semi-annual report (change of over
10% compared to the same period last year*

*Ha Noi, from 14 June 08 to 2026***To : Hanoi Stock Exchange**

Company name : Hanoimilk Joint Stock Company
Stock symbol : HNM
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Person making the announcement : Ha Quang Tuan

Hanoi Milk Joint Stock Company (“Hanoimilk”) has released its reviewed semi-annual financial statements for 2026, comprising the Balance Sheet, Income Statement, Cash Flow Statement, and Notes to the Financial Statements. As requested by your agency, we hereby provide an explanation regarding the change in profit after corporate income tax for the reporting period, which exceeded 10% compared to the same period in 2025:

Sales revenue for the first six months of 2026 reached VND 389.93 billion, an increase of VND 11.86 billion (or 3.14%) compared to the same period last year; profit after tax stood at VND 11.57 billion, a decrease of VND 1.50 billion (or 11.48%) compared to the same period in 2025.

Some of the main reasons for the aforementioned business results are:

Sales revenue rose driven by the strong growth of a stable sales network. However, the sales expense-to-revenue ratio increased by 4.27% due to higher personnel costs within the sales network; the administrative expense-to-revenue ratio rose by 0.45% due to increased staff salaries and depreciation; and the financial expense-to-revenue ratio increased by 1.11% due to the incurrence of interest expenses. Conversely, the cost of goods sold-to-revenue ratio decreased by 5.15%, resulting from a lower proportion of contract manufacturing costs relative to total revenue..

The above constitutes the Company's explanation regarding the fluctuation in profit for the first six months of 2026 compared to the same period in 2025. The Company respectfully submits this report to the Hanoi Stock Exchange. Hanoimilk's full financial statements are available on the website: <http://hanoimilk.com>.

The Company hereby submits this report and assumes responsibility for its contents as stated above.

Best regards./.

Recipients:

- As above
- Archived at Administration – Management

**O/B. HANOIMILK JOINT STOCK
COMPANY****CHỦ TỊCH HĐQT**
Hà Quang Tuấn