

**KHANH HOA SALANGANES NEST THE SOCIALIST REPUBLIC OF VIETNAM**  
**SOFT DRINK JOINT STOCK** **Independence – Freedom – Happiness**  
**COMPANY**

No.: *19* -2025/CV-SKV

*Khanh Hoa, 24 January 2025*

Re: explanation of profit fluctuation in the  
fourth quarter of 2024

To:

- State Securities Commission of Vietnam;
- Hanoi Stock Exchange;
- The Shareholders.

Pursuant to the provision of clause 4 Article 14 of Circular No. 96/2020/TT-BTC dated 16 November 2020 guiding information disclosure on the stock market, Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company (SKV) explains profit after corporate income tax reflected in the separate financial statements and the consolidated financial statements for the fourth quarter of 2024 decreasing by over 34% in comparison with that of the same period in the previous year as follows:

+ The parent company's financial statements:

Item	Quarter 4.2024	Quarter 4.2023	%Q4.2024/ Q4.2023
Profit after tax (VND)	14.117.782.817	20.983.443.031	67,3%

+ The consolidated financial statements:

Item	Quarter 4.2024	Quarter 4.2023	%Q4.2024/ Q4.2023
Profit after tax (VND)	14.573.901.505	22.295.699.581	65,4%

In 2024, the impact of economic recession and inflation increase led to a decrease in consumer demand for goods. At the same time, the recent Yagi storm also caused huge damage to people and property in the northern provinces leading the Company's business to meet many difficulties. In addition, the problem of counterfeit goods of the Khanh Hoa Salanganes Nest, Sanest, and Sanvinest brands is public, widespread, and increasingly complex, causing confusion for consumers, affecting the Company's reputation and brand significantly. Although the revenue and profit items for the fourth quarter of 2024 have been improved in comparison with those of the third quarter of the fiscal year ending 2024, the Company's business results in 2024 generally decreased remarkably.

- The Company's revenue in the fourth quarter of 2024 is VND 398 billion equivalent to 66,2% in comparison with that of the fourth quarter of 2023.



- The Company's profit in the fourth quarter of 2024 is VND 14,6 billion equivalent to 65,4% in comparison with that of the fourth quarter of 2023.

With the aforementioned difficulties, the Board of Management and the Executive Officers of Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company have coordinated with branches and markets nationwide to promote the business system, strive and attempt to sales of goods completing revenue and profit targets assigned by the General Shareholders' meeting.

Khanh Hoa Salanganes Nest Soft Drink Joint Stock Company kindly reports to the State Securities Commission, Hanoi Stock Exchange and the shareholders on the situation of the profit after tax in the fourth quarter of 2024. The Company always makes an effort to overcome difficulties in production and business, workers have stable jobs.

Sincerely thank you and best regards./.

**To:**

- As above;
- Keeping in file; finance - planning department.

**KHANH HOA SALANGANES NEST  
SOFT DRINK JOINT STOCK  
COMPANY**



**CHAIR  
OF THE BOARD**

*Nguyen Khoa Bao*

