

Khanh Hoa, April 22, 2026

**MINUTES OF MEETING
ANNUAL GENERAL MEETING OF SHAREHOLDERS 2026**

Name of company: **KHANH HOA SANEST SOFT DRINK JOINT STOCK COMPANY**

Address: National Highway 1, Nam Cam Ranh, Khanh Hoa.

Business Registration Certificate of Joint Stock Company, Enterprise Code 4201675916, first issued by the Department of Finance of Khanh Hoa province on January 28, 2016, 4th amendment on December 5, 2025

Time: 08:00, April 22, 2026

Location: Hall of Khanh Hoa Sanest Soft Drink Joint Stock Company.
National Highway 1, Nam Cam Ranh, Khanh Hoa.

PART I. OPENING OF THE GENERAL MEETING

1. Report on delegate eligibility verification:

Mr. Tran Ngoc Khai, Head of the Delegate Eligibility Verification Committee, presented the Report on the results of delegate eligibility verification, in which:

+ Total number of shareholders invited: All shareholders named in the list of Vietnam Securities Depository and Clearing Corporation (VSDC) as of 25/03/2026, owning 33,000,000 voting shares of the Company.

+ At 08:45 AM, the number of shareholders attending the General Meeting (including shareholders and authorized representatives): There are **187** delegates, with a total ownership of **30,091,932** voting shares, accounting for **91.1877%** of the total voting shares of the Company.

According to the Law on Enterprises and the Company's Charter, the 2026 Annual General Meeting of Shareholders of Khanh Hoa Sanest Soft Drink Joint Stock Company is eligible to proceed.

2. Introduction of the Chairperson, Secretariat, and Vote Counting Committee:

+ Chairperson:

Mr. Le Duc Tien	Chairman of the Board of Directors	Chairperson
Mr. Le Hoang Anh	Member of the Board of Directors, General Director	Member
Ms. Bui Thi Hanh	Member of the Board of Directors	Member
Ms. Nguyen Thi Hai Ha	Member of the Board of Directors	Member

Mr. Nguyen Xuan Anh Member of the Board of Directors,
Deputy General Director Member

+ Secretariat appointed by the Chairperson:

Mr. Dinh Khac Thach Head of Administration Head of the Board
Department

Ms. Vo Thi Diem My Deputy Head of Administration Member
Department

+ Vote Counting Committee:

Mr. Truong Van Trung Deputy General Director Head of the
Board

Ms. Nguyen Thi Minh Huong Deputy General Director Member

Ms. Ngo Thi Xuan Nghia Chief Accountant Member

Mr. Duong Quoc Huy Deputy Head of Finance and
Accounting Department Member

Mr. Nguyen Van Nhan Head of Planning and Business
Department Member

The Chairperson and the Vote Counting Committee were approved by the General Meeting with a percentage of 100% of the voting shares attending the meeting (voting method: Voting by raising voting cards).

PART II. CONTENT OF THE GENERAL MEETING

After Mr. Le Duc Tien, Chairman of the Board of Directors, Chairperson of the General Meeting declared the opening. The General Meeting conducted a vote to approve the General Meeting Working Regulations and the General Meeting Agenda with the following voting results:

Unit: Votes

No.	Content	Total number of votes for each issue	Total number of votes valid	Total number of invalid votes	In favor		Against		No opinion	
					Total number of votes	Percentage (*)	Total number of votes	Percentage (*)	Total number of votes	Percentage (*)
1	General Meeting Working Regulations	30,091,932	30,091,932	0	30,091,932	100%	0	0	0	0
2	General Meeting Agenda	30,091,932	30,091,932	0	30,091,932	100%	0	0	0	0

(*) Calculated on the total number of voting shares of all shareholders attending the meeting.

Voting method: Voting by raising voting cards.

With the above voting results, the General Meeting Working Regulations and the General Meeting Agenda have been approved.

❖ Reports at the General Meeting:

- The General Meeting heard Mr. Le Hoang Anh - Member of the Board of Directors, General Director present the “Report on the 2025 business performance and the 2026 production-business direction of the Board of Management of the Company”.

- The General Meeting heard Mr. Le Duc Tien - Chairman of the Board of Directors present the “Report of the Board of Directors on the assessment of the Company's management and administration in 2025 and the 2026 operation plan”.

- The General Meeting heard Ms. Hoang Thi An Vu - Head of Board of Supervisors present the “Appraisal Report on the 2025 business performance and the 2026 direction and tasks of the Board of Supervisors”.

❖ Proposals at the General Meeting:

- The General Meeting heard Ms. Ngo Thi Xuan Nghia - Chief Accountant of the Company present: “Proposal on approving the 2025 Audited Financial Statements”.

- The General Meeting heard Ms. Bui Thi Hanh - Member of the Board of Directors present: “Proposal on the profit distribution plan for 2025 and the profit distribution plan for 2026”.

- The General Meeting heard Ms. Nguyen Thi Hai Ha - Member of the Board of Directors present: “Proposal on approving the salary, remuneration, and bonuses for the Board of Directors, Board of Supervisors, and Board of Management in 2025 and the 2026 Plan”.

- The General Meeting heard Mr. Le Hoang Anh - Member of the Board of Directors, General Director present: “Proposal on the 2026 production-business and investment plan”.

- The General Meeting heard Mr. Nguyen Xuan Anh - Member of the Board of Directors, Deputy General Director of the Company present: “Proposal on the implementation of contracts and transactions with related parties”.

- The General Meeting heard Ms. Hoang Thi An Vu – Head of Board of Supervisors of the Company present: “Proposal on the selection of an auditing firm for the 2026 financial statements”.

- The General Meeting heard Mr. Le Hoang Anh - Member of the Board of Directors, General Director present: “Proposal on the dismissal and election of replacement members of the Board of Directors”, “Proposal on the dismissal and election of replacement members of the Board of Supervisors”,

- The General Meeting heard Mr. Le Duc Tien - Chairman of the Board of Directors present “Proposal on amending the Charter, the Regulations on Corporate

Governance, and the Regulations on Operation of the Board of Directors”, “Proposal on amending and supplementing the Company's registered business lines”.

❖ Discussion at the General Meeting and voting to approve the Reports and Proposals:

The Chairperson of the General Meeting invited shareholders to contribute opinions on the Reports and Proposals just presented. The General Meeting received the following questions:

➤ **A shareholder with delegate code SKH 000766 asked 02 questions:**

Question 1: How does the war in Iran and the Gulf region affect the Company's operating activities in 2026?

Mr. Le Duc Tien - Chairperson of the Meeting responded as follows:

The war situation in the Gulf region has directly impacted oil prices, especially in March, thereby increasing the Company's inputs costs. When oil prices rise, service costs for production activities also increase, including: Fuel costs for boilers, transport costs, as well as indirect costs related to the cost of packaging, supplies, and Raw materials rising significantly. At the same time, operating costs for systems, employee shuttle vehicles, and other related costs are all affected.

In addition, the rise in oil prices also impacts costs to sell and consumer sentiment, thereby affecting the Company's operating activities results.

However, thanks to proactive forecasting from the first quarter and timely flexible adjustments right in March, the Company achieved positive results. Specifically, implemented revenue: 414 billion VND, reaching 32% and profit of 22.5 billion VND, reaching 26.5% compared to the annual plan.

Question 2: Does the Company make provisions for the impact of the war in the Gulf region (Iran)? If any, what is the Percentage and value, and has it been included in the 2026 annual plan in the report yet?

Mr. Le Duc Tien - Chairperson of the Meeting responded as follows:

At the time of signing the contract at the beginning of the year, the Company and suppliers agreed on prices under conditions without many major fluctuations. However, during the implementation process, when the Gulf war occurred, it changed and caused input costs to rise, and suppliers requested price adjustments. Among them, packaging (especially aluminum cans) accounts for a large proportion of the product structure, so it is subject to significant influence.

At today's meeting, dear shareholders who are suppliers, distributors, and customers, we hope our partners will accompany the Company in the long term. If we do not share these increased costs together, the Company's operations will certainly be affected, not only production but also the entire supply chain, which leads to an increase in product cost, and output selling prices are also under pressure to increase accordingly, which can have a major impact on purchasing power and consumer behavior changes in the context of high competitive pressure and intellectual property

violations, counterfeit goods, and imitation goods for Yen Sao Khanh Hoa, Sanest, and Sanvinest products on the market becoming increasingly sophisticated.

The Company has proactively coordinated internally and with branches to control and maintain the market for distribution channels and domestic customers. Regarding sales policy, the entire system has proactively adapted, in which it does not increase selling prices but only adjusts promotion policies, because currently increasing selling prices is not appropriate and we are sharing with consumers.

With the plan just reported, we have not made provisions because we believe the market situation will stabilize in the coming time, with the government's flexible macroeconomic management policy in the current global volatile situation and the trust, support, and companionship of shareholders, we will strive to manage to complete the targets and increase the dividends payout Percentage presented at the meeting today.

➤A shareholder with delegate code SKH 000203 asked: The Company has been using traditional can and jar packaging for a very long time; there are many beautiful designs on the market today with environmentally friendly materials. Does the Company intend to change packaging in the near future? If any, which type of packaging will be prioritized for change first?

Mr. Le Duc Tien - Chairperson of the Meeting responded as follows:

For Khanh Hoa Sanest Soft Drink Joint Stock Company, the current key product lines mainly use aluminum can and glass jar packaging. On that basis, the Company has diversified many different packaging specifications.

For aluminum can products, packaging standards were built to suit the Equipment & machine system since the Company's establishment in 2012. During operations, the Company has continuously improved and adjusted to adapt to technology and market demand. Through consumer surveys, currently, customers do not have a need to change the 190 ml capacity of bird's nest products. Therefore, the Company mainly focuses on adjusting designs and external appearances to suit the tastes of each period and meet the regulations of authorities.

Currently, according to the regulations in Circular No. 29/2023/TT-BYT guiding the content and method of recording nutritional ingredients and nutritional values on food labels, product labeling must be more complete and detailed, so the Company has adjusted the packaging design accordingly. Regarding product capacity, the Company has no plans to change existing product lines; instead, the Company focuses on developing new product lines, especially for the export market.

For the glass jar product line, the traditional product is a 70 ml jar using an aluminum cap. However, in recent times, based on market demand and consumer tastes, the Company has gradually improved, keeping the 70 ml capacity but changing the cap design to a more modern trend.

The packaging conversion is carried out step by step to ensure consumer adaptation. Currently, besides the group of customers who prefer traditional

products, there are also many segments that desire innovation and improvement. Therefore, the Company is gradually changing the cap design and appearance to meet diverse market needs.

In recent times, new designs and specifications, especially during the Tet holiday, have received positive feedback and support from customers for Yen Sao Khanh Hoa, Sanest, and Sanvinest products. The Company plans to develop more new product lines, which may be launched on occasions such as the Yen Sao Khanh Hoa Festival or important anniversary events.

➤ **A shareholder with delegate code SKH 000765 asked: To meet tax regulations on sugary drinks from 2027, what solutions has the Company implemented in production to comply with the regulations?**

Mr. Le Hoang Anh - Representative of the Presidium responded as follows:

Since the end of 2025, the Company has proactively implemented research and adjusted product formulas towards reducing sugar content, in line with the tax policy orientation for sugary drinks.

To date, the Company's sugary bird's nest products are produced and brought to market with a sugar content level of under 5%. At the same time, the Company has reviewed and standardized all labeling information and packaging in accordance with current regulations.

Proactively adjusting early helps the Company minimize the impact of tax policy, ensure stability in business operations, and maintain competitiveness in the market.

➤ **A shareholder with delegate code SKH 000195 asked: Currently, Inventories on the report still account for a large proportion; does the Company purchase insurance for goods to prevent risks? What is the situation of fire prevention and fighting development at the Company in 2025 as well as the orientation for effective solutions for fire prevention and fighting in 2026 to ensure the safety of assets and employees?**

Mr. Le Hoang Anh - Representative of the Presidium responded as follows:

In the context of a volatile market, especially with rising input Raw materials prices, the Company has proactively worked with distributors, suppliers, and transport units to negotiate and stabilize prices, while also carrying out goods storage to ensure safety for production activities.

Recognizing the potential risks to Inventories, for many years, the Company has maintained the purchase of goods insurance for warehouses, in addition to mandatory insurance and fire and explosion insurance as prescribed.

Regarding fire prevention and fighting, the Company has invested in a modern equipment system, fully implemented legal regulations, and regularly organized drills. It is expected that in the coming May, the Company will coordinate with the

Khanh Hoa Provincial Fire Prevention and Fighting Police to organize a drill at the factory.

In recent times and in the upcoming orientation, fire prevention and fighting work is always identified by the Company as a key task to ensure the safety of assets and employees.

➤ **A shareholder with delegate code SKH 000012 asked: In the context of the market still facing many difficulties, what solutions does the Company have to ensure revenue growth targets for the coming year, and in the face of increasing competitive pressure, what solutions does the company have to maintain market share?**

Mr. Nguyen Xuan Anh - Representative of the Presidium responded as follows:

In the context of the market in 2025 and the first quarter of 2026 still having many fluctuations, Yen Sao Khanh Hoa Company and SKH Company have proactively forecasted difficulties and implemented solutions to control Inventories in the distribution system. The Company identifies the distributor system and domestic customers as the core foundation in business activities.

Accordingly, the Company has coordinated with distributors to reduce inventory levels from about 3 months to about 1 month of sales, thereby sharing difficulties and improving operational efficiency throughout the system.

Besides that, the Company pays special attention to ensuring business efficiency for distributors and retail points. Through maintaining a reasonable sales policy, customer care, market expansion, and supporting the distribution system, the Company aims to ensure harmonious profits between parties, thereby maintaining the sustainable development of the distribution channel.

The Company also implements synchronized monthly sales programs, ensuring consistency across the entire system to boost revenue and sales volume.

Regarding products, the Company frequently improves designs and packaging to suit consumer tastes in each period.

At the same time, marketing and product promotion activities are intensified across multiple channels, including online channels and trade promotion programs, as well as large-scale local events, contributing to enhancing the brand recognition of Yen Sao Khanh Hoa, Sanest and Sanvinest.

For the export market, the Company continues to strengthen promotion through the existing customer system, while expanding access to new customers via media channels and online platforms.

➤ **A shareholder with delegate code SKH 000438 asked: In the next 3-5 years, what is the Company's orientation for developing new products to maintain sustainable growth?**

Ms. Bui Thi Hanh - Representative of the Presidium replied as follows:

In 2025, under the decisive direction of the Chairwoman of the Board of Members - Ms. Trinh Thi Hong Van, the Board of Management of Yen Sao Khanh Hoa Company, along with the efforts of the Board of Directors, the Board of Management, and all employees of Khanh Hoa Sanest Soft Drink Joint Stock Company, achieved all the targets set by the Resolution of the General Meeting of Shareholders. This is a significant effort by the entire system, and as evidence, we will implement the payment of dividends on June 6.

Besides traditional products, the Company has developed several new product lines, including mask Yen sao Sanest line and the SKHLife product line. These products have initially received positive feedback from the market, contributing to diversifying the product portfolio and expanding the customer base.

In 2026, the Company plans for a revenue of 1,279 billion VND, a profit of 85 billion VND, and dividend payments according to the plan submitted to the General Meeting. However, the implementation of these goals is expected to face many challenges due to macroeconomic fluctuations, the geopolitical situation, and rising costs of raw materials as inputs.

To ensure the completion of growth targets, the Company has identified key solutions including:

- Strengthening cost control, improving governance and management efficiency;
- Proactively managing raw materials, gradually improving production capacity;
- Promoting the use of energy in a saving and efficient manner.

At the same time, facing increasing competitive pressure, the Company continues to focus on protecting the Yen Sao Khanh Hoa, Sanest, and Sanvinest brands, coordinating with functional agencies and related parties to limit the situation of counterfeit and imitation goods in the market.

Besides that, competitive pressure in the market is very high. Competitors have similar products, even imitating designs and colors. Therefore, protecting the Yen Sao Khanh Hoa, Sanest, and Sanvinest brands is very important and requires the coordination of related parties.

➤ **A shareholder with delegate code SKH 000555 asked: In 2026, does the Company have any plans for developing business for new product lines?**

Ms. Bui Thi Hanh - Representative of the Presidium replied as follows:

In 2026, the Company focuses on promoting the consumption of new products that have been launched, while continuing to perfect and improve products, especially the cosmetic line, in the direction of improving quality and adjusting prices to suit the market.

Regarding business orientation, the Company implements appropriate solutions for each product line: For cosmetics, focus on developing spa and beauty channels and promoting sales through online systems and stores; for the SKHLife line,

continue to expand at sports events. At the same time, promote the development of refined bird's nest product lines under the SKHPearlNest brand with many new specifications. Promote communication and advertising on various social media platforms and other e-commerce channels.

In the coming time, the Company will continue to research and develop new products from bird's nest according to the orientation of key products, contributing to diversifying the portfolio and promoting growth.

➤ **A shareholder with delegate code SKH 000592 asked: Does the Company face difficulties in recovering debts for distributors?**

Ms. Nguyen Thi Hai Ha - Representative of the Presidium replied as follows:

In 2025, the Company implemented sales work well. With revenue reaching 1,166 billion VND, Profit after tax increased by 16% compared to the performance in 2024, reaching 65 billion VND. From 2025, the company has implemented solutions to strengthen the control of sales activities, goods management, debt, and distribution systems, thereby helping business activities become stable and highly effective.

Mr. Le Duc Tien - Chairman of the Meeting thanked the shareholders for asking questions directly at the Meeting, and the members of the Presidium answered all the questions of the shareholders clearly, coherently, and focused on the issues.

PART III. VOTING AT THE GENERAL MEETING

- At the time of voting, the number of shareholders attending the General Meeting (including shareholders and authorized representatives): There are 190 delegates, with a total ownership of 30,483,232 voting shares, accounting for 100% of the total voting shares of the Company. According to the Law on Enterprises, the Company's Charter, and the Working Regulations of the 2026 Annual General Meeting of Shareholders of Khanh Hoa Sanest Soft Drink Joint Stock Company, remote voting is still recognized. However, up to the present time, the Company has not received any remote votes from shareholders with phone numbers and emails registered at Vietnam Securities Depository and Clearing Corporation (VSDC), so only the voting results at the General Meeting are taken.

- Voting method: Voting by raising voting cards.

Mr. Le Duc Tien - Chairperson of the General Meeting conducted a public vote on the contents with the following vote counting results:

Unit: Votes

No	Content	Total number of votes for each issue	Total votes valid	Total invalid votes	For		Against		Abstain	
					Total votes	Percentage (*)	Total votes	Percentage (*)	Total votes	Percentage (*)
1	<i>Report on the 2025 business performance and 2026 production-business direction of the Company's Board of Management</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%
2	<i>Report of the Board of Directors evaluating the Company's management and administration in 2025 and the 2026 operation plan</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%

No .	Content	Total number of votes for each issue	Total votes valid	Total invalid votes	For		Against		Abstain	
					Total votes	Percentage (*)	Total votes	Percentage (*)	Total votes	Percentage (*)
3	<i>Appraisal Report on the 2025 business performance and 2026 direction and tasks of the Board of Supervisors</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%
4	<i>Proposal on the approval of the 2025 Audited Financial Statements</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%
5	<i>Proposal on the profit distribution plan for 2025 and the profit distribution plan for 2026</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%
6	<i>Proposal on the approval of salaries, remuneration, and bonuses for the Board of Directors, Board of Supervisors, and Board of Management in 2025 and the 2026 Plan</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%

No	Content	Total number of votes for each issue	Total votes valid	Total invalid votes	For		Against		Abstain	
					Total votes	Percentage (*)	Total votes	Percentage (*)	Total votes	Percentage (*)
7	<i>Proposal on the 2026 production-business and investment plan</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%
8	<i>Proposal on the implementation of contracts and transactions with related parties</i>	10,283,132 (**)	10,283,132	0	10,283,132	100%	0	0%	0	0%
9	<i>Proposal on the selection of an audit firm for the 2026 financial statements</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%
10	<i>Proposal on the dismissal and election of replacement members of the Board of Directors</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%
11	<i>Proposal on the dismissal and election of replacement members of the Board of Supervisors</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%

No	Content	Total number of votes for each issue	Total votes valid	Total invalid votes	For		Against		Abstain	
					Total votes	Percentage (*)	Total votes	Percentage (*)	Total votes	Percentage (*)
12	<i>Proposal on amending the Charter, the Regulations on Corporate Governance, and the Regulations on Operation of the Board of Directors</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%
13	<i>Proposal on amending and supplementing the Company's registered business lines</i>	30,483,232	30,483,232	0	30,483,232	100%	0	0%	0	0%

(*) Calculated on the total number of voting shares of all shareholders attending the meeting.

(**) This content has shareholders attending the meeting (including: Khanh Hoa Salanganes Nest Company, Crown Beverage Cans (Dong Nai) Limited, Le Duc Tien, Bui Thi Hanh), representing 20,200,100 votes, who do not have the right to vote because they are related parties to this content.

With the above voting results, the following contents have been approved by the 2026 Annual General Meeting of Shareholders:

No.	Content approved	Approval rate (%)
1	<i>Report on the 2025 business performance and 2026 production-business direction of the Company's Board of Management</i>	100%

No.	Content approved	Approval rate (%)
2	<i>Report of the Board of Directors evaluating the Company's management and administration in 2025 and the 2026 operation plan</i>	100%
3	<i>Appraisal Report on the 2025 business performance and 2026 direction and tasks of the Board of Supervisors</i>	100%
4	<i>Proposal on the approval of the 2025 Audited Financial Statements</i>	100%
5	<i>Proposal on the profit distribution plan for 2025 and the profit distribution plan for 2026</i>	100%
6	<i>Proposal on the approval of salaries, remuneration, and bonuses for the Board of Directors, Board of Supervisors, and Board of Management in 2025 and the 2026 Plan</i>	100%
7	<i>Proposal on the 2026 production-business and investment plan</i>	100%
8	<i>Proposal on the implementation of contracts and transactions with related parties</i>	100%
9	<i>Proposal on the selection of an audit firm for the 2026 financial statements</i>	100%
10	<i>Proposal on the dismissal and election of replacement members of the Board of Directors</i>	100%
11	<i>Proposal on the dismissal and election of replacement members of the Board of Supervisors</i>	100%
12	<i>Proposal on amending the Charter, the Regulations on Corporate Governance, and the Regulations on Operation of the Board of Directors</i>	100%
13	<i>Proposal on amending and supplementing the Company's registered business lines</i>	100%

PART IV: ELECTION RESULTS

Name	Number of votes	Approval rate
Board of Directors		
Nguyen Khoa Bao	30,483,232	100%
Nguyen Huy Thao	30,483,232	100%
Board of Supervisors		
Le Thi Thanh Phuong	30,483,232	100%

PART V. APPROVAL OF THE RESOLUTION

The General Meeting heard Mr. Dinh Khac Thach - Head of the Secretariat present the Resolution of the 2026 Annual General Meeting of Shareholders.

The General Meeting voted and unanimously approved the Resolution and Minutes with 100% of the voting shares attending the meeting (Voting method: Voting by raising voting cards).

PART VI. CLOSING OF THE GENERAL MEETING

The contents of the meeting were recorded in the Minutes, consisting of 15 pages, stored at Khanh Hoa Sanest Soft Drink Joint Stock Company.

The full text of the Minutes and Resolution of the 2026 Annual General Meeting of Shareholders of Khanh Hoa Sanest Soft Drink Joint Stock Company will be posted on the CIMS system (Hanoi Stock Exchange) and the Company's website to notify all shareholders in accordance with the provisions of the law.

The General Meeting closed at 12:30 on the same day.

**ON BEHALF OF THE MEETING
SECRETARY**

HEAD OF COMMITTEE



Dinh Khac Thach

**ON BEHALF OF THE GENERAL
MEETING OF SHAREHOLDERS**

CHAIRPERSON



Le Duc Tien