



No: 87./CV-HNM

*V/v: Explanation of profit variance in the
Q3/2026 report, where the change exceeds
10% compared to the same period of the
previous year*

Ha Noi, 20 October 10 to 2026

To : Hanoi Stock Exchange

Company name : Hanoimilk Joint Stock Company
Stock symbol : HNM
Address : Quang Minh Industrial Park – Quang Minh – Hanoi
Tel : (04) 3 8866 563
Person making the : Ha Quang Tuan
announcement

Hanoi Milk Joint Stock Company (“Hanoimilk”) has released its financial statements for the third quarter of 2026. As requested by your authority, we hereby provide an explanation regarding the change in profit after corporate income tax for the reporting period, which represents a variance of more than 10% compared to the same period of the previous year:

Sales revenue for the third quarter of 2026 reached VND 202 billion—an increase of VND 47.32 billion, or 30.59%, compared to the same period last year—while profit after tax reached VND 3.28 billion, an increase of VND 1.67 billion, or 103.63%, year-on-year.

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

Sales revenue increased, driven primarily by growth in the sales of Hanoimilk-branded products. The cost of goods sold as a percentage of revenue decreased by 0.1%, reflecting a decline in the share of revenue derived from contract manufacturing. Selling expenses as a percentage of revenue fell by 1.4% due to a reduction in promotional costs. General and administrative expenses as a percentage of revenue rose by 0.2%, attributed to higher employee salary costs and increased depreciation, while financial expenses as a percentage of revenue climbed by 3.3% due to the emergence of interest expenses during the year.

The above serves as the Company’s explanation regarding the fluctuation in profit for the third quarter of 2026 compared to the same period of the previous year. 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

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