

Thanh Hoa, March....., 2026

No.: ..... /BC- KHVT-THB

## REPORT OF THE EXECUTIVE BOARD

### *On the 2025 Business results and 2026 Business plan*

#### A. 2025 BUSINESS RESULTS

##### I. GENERAL SITUATION

Business and production activities were significantly affected by legal regulations on the consumption of alcoholic beverages and participation in traffic after consuming alcohol.

Weather conditions in 2025 were unfavorable: Thanh Hoa and the Central Region were affected by major storms, causing landslides and flooding. These weather impacts had a substantial effect on sales activities, particularly in Thanh Hoa Province and mountainous districts and towns.

The Company's products faced increasingly intense competition in the market, especially in the segments of draft beer and low-priced canned beer.

In 2025, under the close direction of the Board of Directors and the Executive Board, and with the efforts of employees at both units, considerable efforts were made in production and business activities.

##### II. IMPLEMENTATION RESULTS

No.	Indicators	Unit	Actual 2024	2025		Actual 2025/ Actual 2024	Actual 2025/ Plan 2026
				Plan	Actual		
			1	2	3	4=3/1	5=3/2
1	Net revenue from sale of goods and rendering of services (Consolidated)	Tỷ đồng	1,624.58	1,693.79	1,677.57	103.26	99.04
2	Total payment to the State budget	Tỷ đồng	299.46	302.04	265.17	88.55	87.79
3	Consolidated profit before tax	Tỷ đồng	5.94	4.83	6.12	102.90	126.77
4	Consolidated profit after tax	Tỷ đồng	3.81	3.86	4.26	111.86	110.46

+ *Net revenue from sale of goods and rendering of services (Consolidated) reached: 1.677,57 billion VND; increased by 52.98 billion VND compared to the same period; achieved 99.04% of the plan.*

+ *Consolidated pre-tax profit reached: 6.12 billion VND; increased by 0.18 billion VND compared to the same period; achieved 126.77% of the plan.*

+ *Consolidated profit after tax reached: 4.26 billion VND; increased by 0.45 billion VND compared to the same period; achieved 110.46% of the plan.*

+ *Total payment to the State budget: 265.17 billion VND; decreased by 34.29 billion VND over the same period; achieved 87.79% of the plan.*

### **III. ASSESSMENT OF PRODUCTION AND CONSUMPTION SITUATION.**

#### ***1. Production activities***

The Company proactively reviewed and adjusted its production organization plans to ensure meeting demand during peak months, remained flexible in arranging and reallocating personnel from other departments to maintain continuous production operations.

The Company is currently implementing the bottle-picking robot package to enhance the level of automation; The project to separate the industrial wastewater collection system for the entire Company has been completed and is pending acceptance. Completed the installation of the fire prevention and firefighting system.

As the production lines and equipment were invested in a long time ago, many items have required repair and maintenance, increasing maintenance and repair costs.

Overall, the Company's production organization continued to meet market demand and customer orders effectively, ensuring the achievement of its production and business targets during the period.

#### ***2. Sales and market activities***

- In 2025, Thanh Hoa and the Central Region faced major storms and widespread floods; especially post-storm flooding had a wide-ranging impact, greatly affecting the transportation and consumption of products.

- In townships and small towns, intense competition in bottled beer and canned beer occurred at major sales points in the ON channel, with volume being shared due to the presence of various product types at one sales point;

- In the mountainous areas of the province: low-priced canned beer lines directly competed with Thanh Hoa bottled and canned beer lines. For bottled and canned beer lines at the same or higher prices, competitors applied major promotional policies maintained over a long period.

- In 2025, the Company carried out sales activities outside the province for Thanh Hoa branded canned beer/draft beer products.

- The Company effectively implemented the programs directed by the General Corporation for HABECO products at the Central Region Company. Hanoi canned beer

products are branded products, so consumption was favorable and increased compared with the same period.

## **B. 2026 BUSINESS PRODUCTION PLAN**

No.	Indicators	Unit	Implementation in 2025	Plan in 2026	Plan 2026/ Implementation 2025 (%)
1	Net revenue from sale of goods and rendering of services (Consolidated)	Billion VND	1,677.57	1,721.38	102.61
2	Total payment to the State budget	Billion VND	265.17	289.97	109.35
3	Consolidated profit before tax	Billion VND	6.12	5.08	83.06
4	Consolidated profit after tax	Billion VND	4.26	4.06	95.33

### **Implementation solutions:**

Focus on upgrading equipment investment: bottle-grabbing robots, upgrading Box and Keg filling machines in order to improve productivity and product quality.

Convert to using Biomass boilers to minimize environmental emissions.

Apply digital transformation in the production process, warehouse management, and sales to increase efficiency and reduce operating costs.

Negotiate raw material contracts to obtain the best prices. Strengthen cost-saving efforts and minimize waste in production.

Carry out training to improve workers' and engineers' skills in new technology, quality management, and occupational safety.

Orient research and development of bottled and canned beer lines to meet consumption trends; further research new products on the basis of utilizing the existing production line system and equipment.

Focus on redesigning labels for local bottled and canned beer lines to improve product image.

Seek additional out-of-province partners for sales. Maintain export contracts in existing markets and seek additional export markets as well as domestic markets.

Strengthen customer relationships and inspire pride in Thanh Hoa beer.

Above is the report on the 2025 business results and 2026 business plan.

**DIRECTOR OF THE COMPANY**