

Interfood Shareholding Company
Lot 13, Tam Phuoc IZ, Tam Phuoc Ward
Bien Hoa City, Dong Nai

SOCIALIST REPUBLIC OF VIETNAM
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No : 276 /CV/IFS/2024

Dong Nai, 18th October 2024

**To : - State Securities Commission (SSC)
- Hanoi Stock Exchange (HNX)**

(Re: Explanatory for Business results of 3rd Quarter 2024)

First we would like to thank you for your continued support.

We would like to provide the result of income statement for the 3rd Quarter of year 2024 as following:

Unit: VND'000

Descriptions	3rd Quarter 2024	3rd Quarter 2023	<i>Varianc e</i>	YTD2024-Q3	YTD2023-Q3	<i>Varianc e</i>
Revenue from sale of goods	497,380,978	497,925,695	0%	1,534,915,405	1,426,341,982	8%
Deductions	32,720,705	29,789,061	10%	98,428,834	86,105,963	14%
<i>% of Deductions</i>	7%	6%		6%	6%	
Net revenue	464,660,273	468,136,634	-1%	1,436,486,571	1,340,236,019	7%
Cost of sales	298,094,919	291,335,253	2%	922,551,092	858,387,547	7%
<i>Cost of sales %</i>	64%	62%		64%	64%	
Gross profit	166,565,354	176,801,381	-6%	513,935,479	481,848,472	7%
<i>Gross profit %</i>	36%	38%		36%	36%	
Financial income	7,005,000	8,451,327	-17%	15,891,987	28,800,416	-45%
Financial expenses	134,640	67,636	99%	361,825	140,718	157%
<i>In which: interest expense</i>	-	-		-	-	
Selling expenses	107,026,549	95,943,033	12%	301,993,613	273,748,099	10%
<i>Selling expenses %</i>	23%	20%		21%	20%	
General and administration expenses	11,399,302	10,047,094	13%	35,542,042	29,663,207	20%
Operating profit	55,009,863	79,194,945	-31%	191,929,986	207,096,864	-7%
Other income	1,076,291	674,352	60%	2,037,057	1,846,116	10%
Other expenses	2,160,350	472,994	357%	5,569,357	2,035,051	174%
Profit before tax	53,925,804	79,396,303	-32%	188,397,686	206,907,929	-9%
CIT for the current year	11,376,883	19,040,399	-40%	38,102,130	40,201,299	-5%
Deferred CIT	(152,380)	(3,046,615)	-95%	2,603,060	1,625,217	60%
Profit after tax	42,701,301	63,402,519	-33%	147,692,496	165,081,413	-11%
<i>Profit after tax %</i>	9%	14%		10%	12%	

In the third quarter of 2024, the company achieved a profit after tax of 42 billion VND, a decrease of approximately 33% compared to the third quarter of 2023. The company would like to explain this as follows:

Net revenue decreased by 1% compared to the same period last year, primarily due to the partial impact of natural disasters in the northern region in late Q3 2024. However, the company has made consistent efforts to recover its sales plan, focusing strongly on key product lines and strategic products.

Cost of goods sold in Q3 2024 increased to 64% of net revenue, compared to 62% in the same period last year. This rise is attributed to fluctuations in raw material prices during the quarter, which contributed to higher product costs.

Financial revenue decreased due to a reduction in deposit interest rates compared to the same period in the previous year.

The increase in selling expenses is mainly related to the company's enhanced promotional programs and communication campaigns aimed at promoting key strategic products to drive sales growth during this period.

Administrative expenses increased this quarter, largely due to investments in technology aimed at supporting the company's growth objectives.

Other income mainly stems from compensation received from certain suppliers.

Other expenses are primarily associated with taxes incurred and compensation payments to suppliers.

Above are some main factors explaining the result of a difference of over 10% in business activities in the third quarter of 2024 compared to the same period last year.

Thanks and best regards.

ONBEHALF OF THE COMPANY

(Signed and sealed)

Daisuke Hattori
General Director