**PBC: Explaining business results in 2023**

On March 29, 2024, Pharbaco Central Pharmaceutical Joint Stock Company No.1 announced Official Dispatch No. 251/CV-HDQT on explaining business results in 2023 as follows:

1. Figures of the business results in the Audited Separate Financial Statements 2023 and 2022:

Unit: VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Target | In 2023 after audit | In 2022 after audit | Difference |
| Amount | %  |
| 1 | Net revenue | 1,340,032,756,386 | 1,057,010,293,731 | 283,022,462,655 | 26.8% |
| 2 | Cost of goods sold | 1,109,245,779,220 | 821,573,652,432 | 287,672,126,788 | 35.0% |
| 3 | Gross profit | 230,786,977,166 | 235,436,641,299 | (4,649,664,133) | -2.0% |
| 4 | Financial operating revenue | 6,515,032,315 | 4,819,300,844 | 1,695,731,471 | 35.2% |
| 5 | Financial expenses: | 46,197,425,141 | 37,581,591,849 | 8,615,833,292 | 22.9% |
| 6 | Selling expenses | 6,001,422,926 | 6,097,006,420 | (95,583,494) | -1.6% |
| 7 | General and administrative expenses | 133,970,263,042 | 117,023,939,877 | 16,946,323,165 | 14.5% |
| 8 | Other profits | (1,436,482,743) | (2,685,867,572) | 1,249,384,829 | 46.5% |
| 9 | Current corporate income tax expense | 10,327,547,880 | 16,700,167,110 | (6,372,619,230) | -38.2% |
| 10 | Profit after tax  | 39,368,867,749 | 60,167,369,315 | (20,798,501,566) | -34.6% |

1. Figures of business results in the Audited Consolidated Financial Statements 2023 and 2022:

Unit: VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Target | In 2023 after audit | In 2022 after audit | Difference |
| Amount | % |
| 1 | Net revenue | 1,340,032,756,386 | 1,057,010,293,731 | 283,022,462,655 | 26.8% |
| 2 | Cost of goods sold | 1,109,245,779,220 | 821,573,652,432 | 287,672,126,788 | 35.0% |
| 3 | Gross profit | 230,786,977,166 | 235,436,641,299 | (4,649,664,133) | -2.0% |
| 4 | Revenue from financial activities | 6,515,043,180 | 4,819,303,287 | 1,695,739,893 | 35.2% |
| 5 | Financial expenses | 46,183,731,165 | 37,526,716,377 | 8,657,014,788 | 23.1% |
| 6 | Selling expenses | 6,001,422,926 | 6,097,006,420 | (95,583,494) | -1.6% |
| 7 | General and administrative expenses | 133,988,532,542 | 117,043,656,827 | 16,944,875,715 | 14.5% |
| 8 | Other profits | (1,436,482,743) | (2,685,867,572) | 1,249,384,829 | 46.5% |
| 8 | Current corporate income tax expense | 10,327,547,880 | 16,700,167,110 | (6,372,619,230) | 38.2% |
| 9 | Profit after tax  | 39,361,564,295 | 60,191,555,186 | (20,829,990,891) | -34.6% |

1. Figures of the business results in the Separate Financial Statements 2023 before and after audit:

Unit: VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Target | In 2023 (after audit) | In 2023 (before audit) | Difference |
| Amount | % |
| 1 | Financial expenses | 46,197,425,141 | 49,380,021,251 | (3,182,596,110) | -6.4% |
|  | In which: Interest expense | 40,619,602,712 | 43,815,892,798 | (3,196,290,086) | -7.3% |
| 2 | General and administrative expenses | 133,970,263,042 | 113,685,585,667 | 20,284,677,375 | 17.8% |
| 3 | Current corporate income tax expense | 10,327,547,880 | 13,826,342,940 | (3,498,795,060) | -25.3% |
| 5 | Profit after tax | 39,368,867,749 | 53,249,668,954 | (13,880,801,205) | -26.1% |

1. Figures of the business results in the Consolidated Financial Statements 2023 before and after audit:

Unit: VND

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| No. | Target | In 2023 (after audit) | In 2023 (before audit) | Difference |
| Amount | % |
| 1 | Financial expenses | 46,183,731,165 | 49,380,021,251 | (3,196,290,086) | -6.5% |
|  | In which: Interest expense | 40,619,602,712 | 43,815,892,798 | (3,196,290,086) | -7.3% |
| 2 | General and administrative expenses | 133,988,532,542 | 113,703,855,167 | 20,284,677,375 | 17.8% |
| 3 | Current corporate income tax expense | 10,327,547,880 | 13,826,342,940 | (3,498,795,060) | -25.3% |
| 5 | Profit after tax  | 39,361,564,295 | 53,231,410,319 | (13,869,846,024) | -26.1% |

Profit after tax in the Audited Combined and Consolidated Financial Statements 2023 decreased compared to that in 2022 mainly due to:

* Revenue from goods sales increased (26.8%) but cost of goods sold increased (35%) mainly because during the period the Company made provisions for devaluation of inventory for Kid test shipments with the amount of VND 7,765,333,333 causing a decrease in gross profit (2%)
* Financial expenses increased by 22.9%, mainly interest expenses increased
* General and administrative expense increased because the Company made provision for bad receivable debts with the amount of VND 20,192,119,946.

Profit after tax in the Audited Separate and Consolidated Financial Statements 2023 decreased compared to that in the unaudited Separate and Consolidated Financial Statements 2023, mainly due to: The Company made provision for bad receivable debts with the amount of VND 20,192,119,946 according to the auditor’s opinion.