

Số: 79 /2025-CV

Hai Duong, January, 18th, 2025

Re: Explanation Regarding the Over 10%
Fluctuation in Revenue and Post-Tax Profit in
Quarter IV / 2024

To the attention of: State Securities Commission of Vietnam

Hanoi Stock Exchange

- **Name of company:** Hai Duong Pharmaceutical Medical Materials JSC
- **Business registration certificate no.:** 0800011018
- **Headquarter:** No. 102 Chi Lang Street – Nguyen Trai Ward – Hai Duong City – Hai Duong Province
- **Telephone:** 02203853848 **Fax:** 02203853848

Pursuant to Clause 4, Article 14 of Circular No. 96/2020/TT-BTC dated November 16, 2020, issued by the Minister of Finance on guidelines for information disclosure on the securities market, Hai Duong Pharmaceutical and Medical Materials Joint Stock Company hereby provides justifications regarding the Quarter IV / 2024 Financial Report as follows:

1. Sales revenue

In the Quarter IV / 2024 Income Statement, sales revenue increased by 11.4% compared to the same period in 2023. The details are as follows:

Unit: VND

Indicator	Quarter IV /2024	Quarter IV/ 2023	% of increase
Revenue	185.187.800.311	166.178.750.648	11,4%

Justification:

The economy is recovering, and the domestic and international consumer goods markets are gradually showing growth. Products manufactured on the EU-GMP production line have been well-received by the market. This serves as the foundation and reason for the company's sales revenue growth in Quarter IV/2024 compared to Quarter IV/2023, specifically detailed by product groups as follows:

- Company-manufactured products for domestic sales and export achieved a revenue of 146,288,278,607 VND, an increase of 12,296,739,200 VND, reflecting a growth rate of 9.2%.
- Commercial and service business products achieved a revenue of 38,899,521,704 VND, an increase of 6,712,302,463 VND, reflecting a growth rate of 20.9%.

2. Profit After Corporate Income Tax

2.1 In the Quarter IV/2024 Income Statement, post-tax profit increased by 52.3% compared to the same period in 2023. The details are as follows:



Unit: VND

Indicator	Quarter IV /2024	Quarter IV/ 2023	% of increase
Profit After Corporate Income Tax	11.827.630.051	7.766.371.058	52,3%

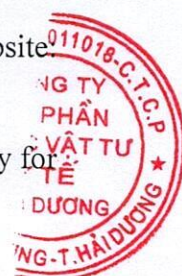
Justification:

- Sales revenue increased by 11.4%, leading to a rise in gross profit of 3,014,320,068 VND, reflecting a growth rate of 5.4%. This was the main contributor to the increase in pre-tax profit.
- Balanced and efficient use of funds in payments and loans resulted in financial cost savings of 1,177,459,963 VND.
- Despite the 11.4% increase in revenue, in Quarter IV/2024, the company effectively managed selling and administrative expenses, with this cost group rising by only 495,102,649 VND, a growth rate of 1.1%.
- Financial income and other income in Quarter IV/2024 also increased by 337,418,983 VND compared to the same period in 2023.

As a result of the above factors, the post-tax corporate income profit in Quarter IV/2024 increased by 52.3% compared to Quarter IV/2023.

The complete Quarter IV/2024 Financial Report has been published on the Company's website hdpharma.vn

We hereby confirm that the disclosed information is true and we take full legal responsibility for the disclosed content.



Recipients:

- As stated above;
- Office filings.

HAI DUONG PHARMACEUTICAL MEDICAL MATERIALS JSC
GENERAL DIRECTOR



TỔNG GIÁM ĐỐC
ĐSCK I: NGUYỄN THỊ TÚ ANH