

No.: 320/2025-CV

Hai Duong, March 10, 2025

Re: Explaining over 10% fluctuation in  
Profit after corporate income tax in 2024

To: **State Securities Commission**  
**Hanoi Stock Exchange**

- **Company name:** Hai Duong Pharmaceutical Medical Materials Joint Stock Company
- **Business registration number:** 0800011018
- **Head office:** 102 Chi Lang Street – Nguyen Trai Ward – Hai Duong city – Hai Duong province
- **Phone:** 02203853848

In accordance with Clause 4, Article 14 of Circular No. 96/2020/TT-BTC dated November 16, 2020 by the Minister of Finance – Guidelines on information disclosure on the stock market, Hai Duong Pharmaceutical Medical Materials Joint Stock Company would like to explain the 2024 Financial Statements as follows:

In the 2024 Business Results Report, Profit after corporate income tax in 2024 increased by 28.86% compared to 2023, specifically as follows:

Đơn vị: đồng  
Currency: dong

Target	Year 2024	Year 2023	% increase
Profit after corporate income tax	40.608.780.696	31.514.069.929	28,86%

Giải trình lý do / Detailed breakdown:

- Sales in 2024 increased by 8.4% compared to 2023.
- The proportion of revenue from manufactured goods in 2024 accounted for 78.2%, an increase of 1.66% compared to 2023, causing the average gross profit ratio in 2024 to increase by 0.94%.
- Sales and average gross profit ratio both increased, thereby increasing the gross profit generated in 2024 by 22,177,137,588 VND, with a growth rate of 11.79%. This is the main source that increased pre-tax and after-tax profits.
- Balanced and reasonable use of capital in payment and loan capital, thereby saving 2,284,254,987 VND in financial costs.
- Well-budgeted sales management costs and general management costs, so this cost group only increased by 14,658,606,802 VND, growth rate: 10.37%.
- Financial revenue and other income increased, making other profits in 2024 also increase by VND 1,287,322,889 compared to 2023.
- The above reasons make the profit after corporate income tax in 2024 increased by 28.6% compared to 2023.



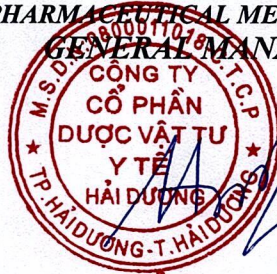
The entirety of the 2024 Financial Report has been posted on the Company's Website:  
[hdpharma.vn](http://hdpharma.vn)

We hereby declare that the information above is true and take full legal responsibility for the content published.

**Recipient:**

- As addressed above;
- Archive.

HAI DUONG PHARMACEUTICAL MEDICAL MATERIALS JSC.  
GENERAL MANAGER



**TỔNG GIÁM ĐỐC**  
**ĐSCKI: NGUYỄN THỊ TÚ ANH**

