

**ANNUAL REPORT**  
**Reporting year 2024**

**I. General information:**

**1. Overview:**

- Trading name: PHONG PHU PHARMACEUTICAL JOINT STOCK COMPANY
- Business registration certificate No.: 0301427564
- Charter capital: 87,999,910,000 (In words: Eighty-seven billion nine hundred and ninety-nine million nine hundred and ten thousand dong)
- Address: Lot No. 12, Road No. 8, Tan Tao Industrial Park, Tan Tao A Ward, Binh Tan District, Ho Chi Minh City
- Phone: (028) 3754 7999; Fax: (028) 3754 7996
- Legal representative: Mr. THAI NHA NGON - General Director
- Website: [www.duocphongphu.com.vn](http://www.duocphongphu.com.vn)
- Stock code: PPP

**Process of Formation and development:**

- Phong Phu Pharmaceutical Joint Stock Company (hereinafter referred to as the Company) was incorporated on August 20, 2000, under Decision No. 8030/QD-UB-KT signed on December 28, 1999 of the People's Committee of Ho Chi Minh City..
- Time of listing: 18/07/2011.

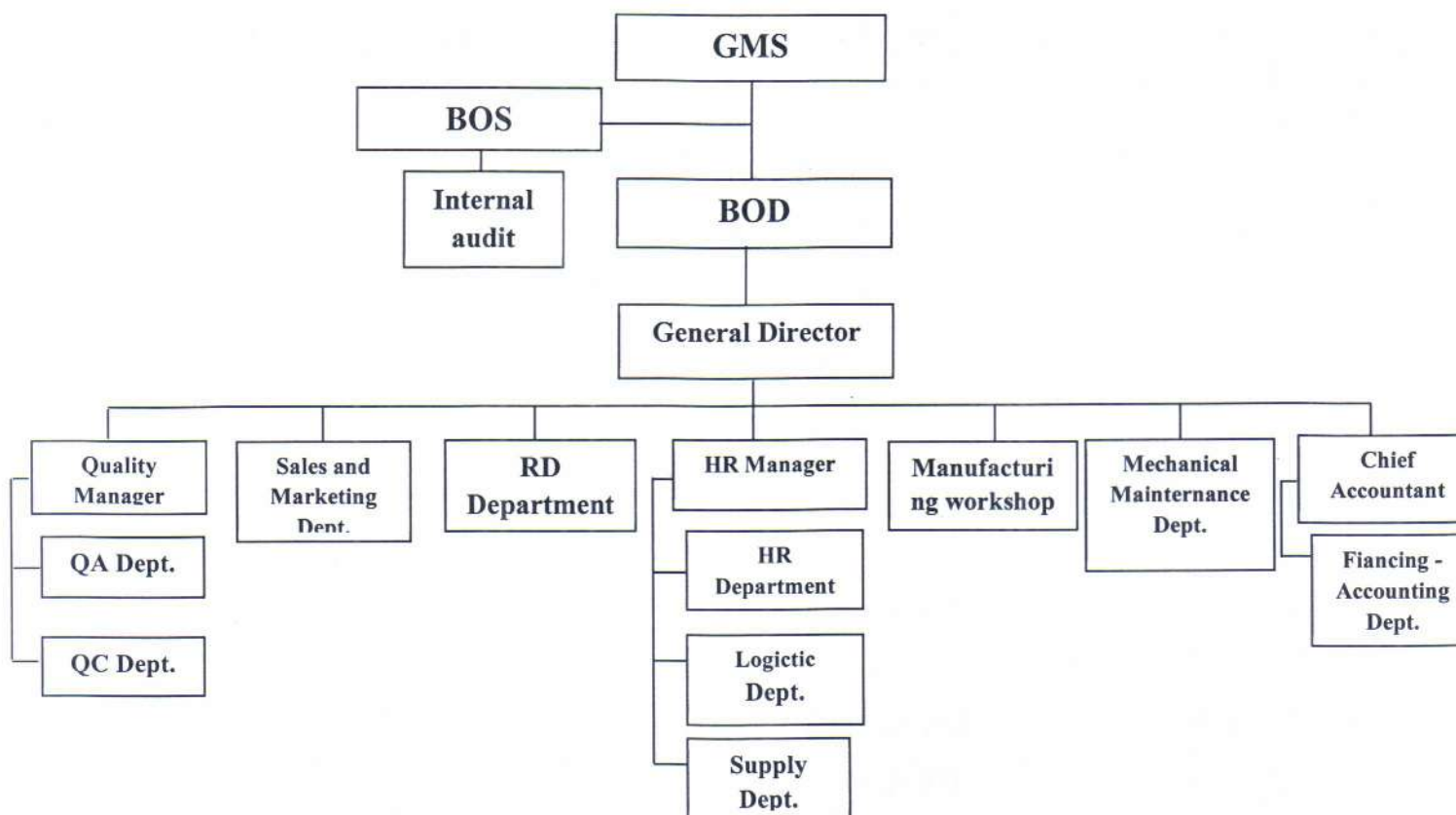
**2. Business lines and location:**

- Main business lines: Production and trading of medicines and health protection foods.
- Business location: Nationwide.

**3. Information on governance model, business organization and managerial apparatus:**

- Governance model: General Meeting of Shareholders (GMS), Board of Directors (BOD), Board of Supervisors (BOS), General Director.

- Managerial apparatus structure: according to the organizational chart below:



- Subsidiary: Usar Vietnam Co., Ltd.
  - + Address: Lot 12, Road No. 8, Tan Tao Industrial Park, Tan Tao A Ward, Binh Tan District, Ho Chi Minh City.
  - + Principal business field: Wholesale and retail of medicines and health protection foods.
  - + Phong Phu Company contributes 100% of the total charter capital of VND 2,000,000,000 (Two billion VND).

#### 4. Development orientation:

- The main objectives of the Company:
  - + Continue to develop and improve the quality of human resources, increase income for employees, help stabilize production, increase efficiency and product quality, and create trust with consumers.
  - + Continue to restructure to complete the product categories and promote the development of strategic products and oriental medicine products, derived from medicinal herbs, which are the Company's strengths.
  - + Continue to invest in new modern machinery lines, improve and upgrade equipment for the factory to shorten production time, reduce costs, improve product quality, ensure progress and productivity. Renovate and upgrade facilities to ensure labor safety and improve productivity and work efficiency.
  - + Build a strong and professional sales team as a bridge to develop products, contributing to bringing the PP.Pharco brand to each customer.
- Medium and long term development strategy:



- + Continue to promote research on pharmaceutical products derived from high-value medicinal herbs, while improving the quality of existing products, enhancing product competitiveness towards the goal of maximizing profits.
- + Select potential bioequivalent products that are in line with current trends and regulations.
- + Invest in a medicinal extraction line to take proactivity in production.
- + Complete the distribution network management system nationwide.
- + Build an average annual revenue growth rate of 05% to 08%.
- + Ensure annual growth of the employees' lives and incomes.
- Objectives of Sustainable development:
  - + Objectives of sustainable development based on the foundation of gradual growth over the years.
  - + Develop products derived from medicinal herbs to optimize treatment and contribute to minimizing side effects when using drugs during treatment.
  - + Wastewater, air, and waste are disposed and collected in accordance with regulations to ensure a green, clean, and beautiful production environment.
  - + Identify risks related to sustainable development during production and business activities.
  - + All factors of the Company's interests are in harmony with bringing benefits to the Company, employees, customers, partners, and shareholders.

## 5. Risks:

### a. Market risk:

#### **Risks of exchange rates and interest rates:**

- The Company has exposed to very little foreign currency risk as the purchase and sale of goods and services are made in the accounting currency, mainly Vietnamese Dong.
- The Company has no interest rate risk as the loans issued carry fixed interest rates.

#### **Risk of fluctuation in raw material prices:**

- In 2024, the tension and conflict in many countries and territories around the world became more complicated and continued to increase global risks, affecting international freight transportation, increasing freight transport time and increasing the Company's business costs.
- In order to minimize the impact of fluctuations in raw material price risks, the Company regularly monitors the market situation to make accurate forecasts and have appropriate action plans. At the same time, the Company continues to sign supply contracts with suppliers from the beginning of the year to stabilize prices and ensure inventories to minimize price fluctuations.

#### **Other risks:**

- Other risks such as natural disasters, epidemics, fires, floods, etc. are force majeure events that, when occurring, will cause damage to property, people and the Company's operations. In addition to signing a property insurance policies with BIDV Ho Chi Minh Insurance Corporation, the Company also implemented many other policies, strategies and plans suitable to the actual situation from time to time.



**b. Credit risk:**

- The Company minimized credit risk by implementing appropriate credit policies for each customer and regularly monitoring the debt situation to urge collection. Therefore, the Company's receivables were related to many different customers, so credit risk was not concentrated on a certain customer.
- Most of the Company's bank deposits were deposited in large, reputable banks in Vietnam; the level of credit risk concentration for bank deposits was very low.

**c. Liquidity risk:**

- Liquidity risk is the risk that the Company will have difficulty in fulfilling its financial obligations due to lack of funds, mainly arising from the fact that financial assets and financial liabilities with different points of maturity.
- The Company managed the risk by maintaining a sufficient amount of cash and cash equivalents, consistent with its borrowings, to meet the Company's operational needs in order to minimize the impact of fluctuations in cash flows.
- The Company was able to pay its debts due from its operating cash flows and proceeds from maturing financial assets.

**II. Operational situation during the year****1. Production and business situation:***Unit: VND*

| Item   | 2023            | 2024            |
|--|-----------------|-----------------|
| 1. Sales and services revenue                                | 152.497.167.156 | 138.083.181.031 |
| 2. Revenue deductions  | 325.233.420     | 535.318.494     |
| 3. Net revenue from sale of goods and rendering of services  | 152.171.933.736 | 137.547.862.537 |
| 4. Cost of goods sold  | 103.015.632.764 | 91.143.638.501  |
| 5. Gross profit from sale of goods and rendering of services | 49.156.300.972  | 46.404.224.036  |
| 6. Financial operating revenue                               | 1.327.427.429   | 1.390.563.903   |
| 7. Financial costs   | 9.692.003       | 33.596.069      |
| In which: Interest expense                                   | 0               | 0               |
| 8. Selling expense   | 13.353.663.087  | 13.366.814.606  |
| 9. General and administrative costs                          | 12.692.386.950  | 12.781.925.815  |
| 10. Net profit from business activities                      | 24.427.986.361  | 21.612.451.449  |
| 11. Other income   | 250.477.447     | 202.639.166     |
| 12. Other expenses   | 90.317.693      | 4.599.730       |
| 13. Other profits  | 160.159.754     | 198.039.436     |
| 14. Total accounting profit before tax                       | 24.588.146.115  | 21.810.490.885  |
| 15. Current corporate income tax expense                     | 4.341.517.400   | 4.589.569.518   |
| 16. Deferred corporate income tax expense                    | 144.661.435     | (138.225.266)   |
| 17. Profit after corporate income tax                        | 20.101.967.280  | 17.359.146.633  |



|                               |       |       |
|-------------------------------|-------|-------|
| 18. Basic earnings per share  | 2.061 | 1.767 |
| 19. Diluted earning per share | 0     | 0     |

- Implementation status compared to plan:

Unit: VND

| Item                                | Plan<br>2024    | Implementing<br>2024 | Completion<br>rate |
|-------------------------------------|-----------------|----------------------|--------------------|
| Net revenue                         | 160.000.000.000 | 137.547.862.537      | 86%                |
| Profit after tax                    | 14.000.000.000  | 17.359.146.633       | 124%               |
| Dividend payout ratio/par value (%) | 15%             | 15%                  | 100.00%            |

## 2. Organization and human resources

- List of Executive Board:

| No. | Full name             | Position            | Qualification                             | No. of<br>shares | Ratio   | Remarks |
|-----|-----------------------|---------------------|---|------------------|---------|---------|
| 1   | Thai Nha Ngoc         | General<br>Director | Bachelor of<br>Business<br>Administration | 4.044.580        | 45,96%  |         |
| 2   | Nguyen Thi Anh<br>Chi | Chief<br>Accountant | Bachelor of<br>Economics                  | 500              | 0,0057% |         |

- Number of staff: 212 people (December 31, 2024). Of which:

- Board of Management: 02 people
- Administration - Human Resources Department: 07 people
- Finance - Accounting Department: 09 people
- Sales - Marketing Department: 74 people
- Supply Department: 03 people
- Logistic Department: 15 people
- Research and Development Department: 15 people
- Mechanical - Maintenance Department: 07 people
- Quality Assurance Department: 13 people
- Quality Control Department: 13 people
- Manufacturing workshop: 54 people.

- Summary of policies and changes in policies for employees:

- **Working regime:**

- The working hours of the Company's employees are 48 hours/week. Depending on the production and business plan, the employer and the employee agree to work overtime. Overtime is implemented according to the Company's regulations on the basis of the provisions of the Labor Code.

- Every year, direct production workers are provided with labor protection equipment. The company always creates a clean, beautiful, and safe industrial hygiene environment for the direct

production area. The office department is fully equipped with management equipment for employees to perform their work.

- **Salary, bonus and welfare policy:**

- Salary policy: The company builds a clear and transparent salary scale system according to legal regulations and the reality at the unit. The prescribed salary level is always higher than the State's regulations. Salary increase consideration is also specified for employees' information and implementation. In addition to regular salary increases, employees are entitled to early salary increases when they have good performance at work.

- Bonus policy: The company has a reward and competition policy, aiming to promptly reward individuals and groups who have contributed to the company. The company has a policy to encourage employees to propose improvements, initiatives, and useful solutions for the production and business process, along with rewards in kind and cash. Individuals with good performance and efficiency are also considered for early salary increases or appointment to higher positions.

- Welfare policy: The company builds a clear, fair and transparent welfare policy for all employees such as periodic health check-ups, vacations, visits when employees are sick, pregnant, bereavement, celebrations, year-end rating bonus, seniority bonus, training cost payment according to job requirements...

### 3. Investment situation, project implementation situation:

#### a. Major investments: In 2024, the Company has invested in:

- Upgrading production machinery and equipment with total investment value of VND 488,085,140.
- Investing in new production machinery and equipment (under installation and acceptance): total investment value of VND 921,840,000.

#### b. Subsidiaries and affiliates: In 2024, Usar Vietnam Co., Ltd. (a subsidiary, 100% owned by the Company) brought in a profit after tax of VND 1,279,838,526.

### 4. Financial situation:

#### a. Consolidated financial situation:

Unit: VND

| Item   | 2023            | 2024            | %<br>Increase/Decrease |
|--|-----------------|-----------------|------------------------|
| - Total asset value                                    | 160.022.034.706 | 167.142.294.804 | 4,45%                  |
| - Net revenue  | 152.171.933.736 | 137.547.862.537 | -9,61%                 |
| - Net operating profit                                 | 24.427.986.361  | 21.612.451.449  | -11,53%                |
| - Other profits  | 160.159.754     | 198.039.436     | 23,65%                 |
| - Total accounting profit before corporate income tax: | 24.588.146.115  | 21.810.490.885  | -11,30%                |
| - Profit after corporate income tax:                   | 20.101.967.280  | 17.359.146.633  | -13,64%                |
| - Basic earnings per share                             | 2.061           | 1.767           | -14,26%                |

#### b. Key financial indicators



| The indicators   | 2023   | 2024   | Remarks |
|--|--------|--------|---------|
| 1. Solvency ratio  |        |        |         |
| - Current ratio:<br>Current assets/Current liabilities             | 2,71   | 2,89   |         |
| - Quick ratio:<br>(Current assets - Inventory)/Current liabilities | 1,62   | 1,72   |         |
| 2. Capital structure indicators                                    |        |        |         |
| - Debt/Total Assets Ratio  | 0,19   | 0,19   |         |
| - Debt/Equity Ratio  | 0,23   | 0,23   |         |
| 3. Performance indicators  |        |        |         |
| - Inventory Turnover   | 3,00   | 2,65   |         |
| - Total asset turnover   | 0,96   | 0,84   |         |
| 4. Profitability ratio   |        |        |         |
| - Profit after tax/Net revenue ratio                               | 13,21% | 12,62% |         |
| - Profit after tax/Equity ratio                                    | 15,42% | 12,82% |         |
| - Profit after tax/Total assets ratio                              | 12,56% | 10,39% |         |
| - Operating Profit/Net Sales Ratio                                 | 16,05% | 15,71% |         |

## 5. Shareholder structure, changes in owner's capital

### a. Shares:

| Number and Type of outstanding shares |       |           | Transfer status |                |           |            |
|---------------------------------------|-------|-----------|-----------------|----------------|-----------|------------|
| Ordinary                              | Other | Total     | Free            | Restrict<br>ed | Total     | Remarks    |
| 8.799.991                             | -     | 8.799.991 | 8.799.991       | 0              | 8.799.991 | Free-float |

**b. Shareholder structure:** (Major shareholders – Minor shareholders; shareholders being organization –shareholders being individual; Domestic shareholders – Foreign shareholders; State shareholders – other shareholders) – 31/12/24:

| NO. | TYPE OF SHARE                      | NUMBER OF SHARES OWNED | OWNERSHIP RATIO (%) |
|-----|------------------------------------|------------------------|---------------------|
| 1   | - Major shareholders:              | 5.238.856              | 59.53%              |
|     | - Minor shareholders:              | 3.561.135              | 40.47%              |
|     | - Total:                           | 8.799.991              | 100%                |
| 2   | - Shareholders being organization: | 541.382                | 6.15%               |
|     | - Shareholders being individual:   | 8.258.609              | 93.85%              |
|     | - Total:                           | 8.799.991              | 100%                |
| 3   | - Domestic shareholders:           | 8.250.961              | 93.76%              |
|     | - Foreign shareholders:            | 549.030                | 6.24%               |
|     | - Total:                           | 8.799.991              | 100%                |
| 4   | - State Shareholders:              | 0                      | 0%                  |
|     | - Other shareholders:              | 8.799.991              | 100%                |

|  |          |           |      |
|--|----------|-----------|------|
|  | - Total: | 8.799.991 | 100% |
|--|----------|-----------|------|

c. **Changes in owner's capital:** Owner's equity in 2024 remains unchanged.

d. **Treasury stock transactions:** No.

e. **Other securities:** No.

## 6. Report on the Company's environmental and social impact

### a. Electrical energy consumption

- Average electricity consumption is about: 94,655 kwh/month.
- Electricity is mainly supplied for the needs of: lighting, operating machinery and equipment to serve the production and business needs of the Company.
- Saving solutions:

The Company always attaches special importance to economic use of equipment, ensuring the limits set by the Company; regulations on the mode and time of using electrical equipment.

### b. Water consumption

- Water supply source: ITA Water Investment - Exploitation - Production and Supply Joint Stock Company.
- Average water usage: about 1,196 m3/month, equivalent to 46 m3/day.

### c. Compliance with environmental protection laws

- The Company always complies with the law on environmental protection. Every year, the Company prepares a report on "Environmental protection work" which reports on issues such as: environmental protection works for wastewater, environmental protection works for emissions, solid waste management, the situation of collection, transportation, treatment of domestic solid waste, ordinary industrial solid waste, hazardous waste, imported scrap management, etc.
- In recent years, the Company has never been penalized for non-compliance with environmental laws and regulations..

### d. Employee related policies:

- Number of employees: 212 people, average income: 11,514,000 VND/person/month.
- Labor policy to ensure health, safety and welfare of employees:
  - Insurance and benefits: 100% of the Company's employees who sign labor contracts are entitled to full social insurance, health insurance, and unemployment insurance in accordance with current regulations. Leave regime is implemented in accordance with the provisions of the Labor Code. Expenses for employee visits, bereavement, celebrations, and hardship support are allocated from the Welfare Fund.
  - The Company periodically invites experts to train and coach on labor safety and first aid skills, and fire prevention and fighting.
  - The Company organizes tourists for employees on yearly basis.
  - The Company organizes health check-ups for employees once a year.
- Employee training activities:
  - + Professional training: The Company has an annual internal training policy and sends



employees to attend external training courses or invites experts to the Company to train skills, professional expertise... depending on the nature and requirements of the job that needs training, the Company creates conditions for study time.

- + Training on management: To improve professionalism in management, the Company regularly sends employees to attend short-term management courses to serve management and operation.
- With the goal of sustainable and long-term development, the Company has built a policy for employees in the following direction:
  - + Support and facilitate employees to promote their abilities in studying to improve professional knowledge and promotion in work, the Departments/Divisions in the Company always focus on training for the successor team.
  - + Training and arranging human resources suitable to the Company's situation.
  - Reports related to responsibility to local communities:

Every year, the Company has community-oriented activities such as:

- Cooperating with volunteer groups of the Red Cross Society of Chau Thanh District, An Giang Province to sponsor and distribute medicine. With Battalion 1 - Southeast Mobile Police Regiment of Ho Chi Minh City to sponsor and distribute medicine to local people in the medical examination and treatment program at Phu Xuan Commune Medical Center, Nha Be District; Long Hoa Commune Medical Station, Binh Khanh Commune Medical Station, Can Gio District.
- In addition, the Company also cooperates with the Vietnam Military Medical Association in the medical examination and treatment program "The 14th Journey of Love Seeding" in Giong Trom District, Ben Tre Province.
- The Company sponsors Nguyen Trai Hospital to support medicine for people affected by floods in the North.

### **III. Report and assessment of the Board of Directors**

#### **1. Assessment on production and business performance:**

- Production and business activities in 2024 did not meet the revenue target but exceeded the profit target due to the following factors:
  - + The company attached special importance to building a management team, ensuring income for employees, ensuring stability and constantly improving the capacity of each individual, through continuous internal training, updating professional knowledge from experts and external training units.
  - + Restructuring the product portfolio, product grouping, dividing areas for different business channels to optimize the operational efficiency of each channel.
  - + Paying special importance to investing in the Research and Development Department to improve product quality, perfect production processes and develop new product lines suitable for market needs.
  - + Improving production processes, renovating and continuing to invest in new machinery and equipment for production, quality management, product research and



- development... to help costs saving, improve the efficiency of machinery and equipment use, optimize labor resources.
- + The synchronous coordination between the Board of Supervisors, the Board of Directors, the Board of Management and the Company's executives in 2024 helped improve operational efficiency, control costs well, maintain appropriate inventory levels and improve capital efficiency.
  - The Company's 2024 business results have not achieved the set revenue plan due to many difficulties and challenges from external factors:
    - + The unstable world political and economic situation has negatively affected trade and transportation activities, and the high prices of raw materials and global goods have affected product prices.
    - + The fierce competition between domestic enterprises and foreign corporations in deploying pharmacy chains, as well as online sales systems is a huge challenge for the pharmaceutical representative team.
    - + People's income levels have decreased and consumer habits have also changed, greatly affecting the sales of the entire OTC channel and other sales channels of the Company.

## **2. Financial situation:**

- a. **Assets:** Last year, asset management was performed well and effectively. Bad debts and bad assets were insignificant and did not affect production and business results..
- b. **Liabilities:** The company still controls well, pays on time and does not let the debt situation affect the company's production and business plans.

## **3. Improvements in organizational structure, policies, and management:**

- In 2024, the Company's organizational structure will remain unchanged compared to 2023.
- Regularly evaluate the quality of human resources by Key Performance Indicator (KPIs), arrange reasonable work, train and develop the team and prepare the successor team.

## **4. Future development plan:**

The Board of Management and the Board of Directors (BOD) agree on the future development plans and orientations as follows:

- Continue to monitor the activities of the Board of Management and executives in implementing the resolutions of the General Meeting of Shareholders and the Board of Directors to ensure compliance with the provisions of law and completion of business targets.
- Continue to develop and improve the quality of human resources, increase income for employees.
- Build a strong and professional sales team.
- Continue to invest in new modern machinery lines, renovate and upgrade facilities.



- Continue to complete the structure of the product categories, promote the development of products in strategic groups and oriental medicine products derived from medicinal herbs, which are the Company's strengths.
- Focus on promoting the portfolio of export products, contributing to the development of sales and bringing the Phong Phu Pharmacy brand to many other countries in the world.
- Select potential bioequivalent products that are in line with current trends and regulations.
- Continue to build a humane corporate image in contribution to the community and society.
- Develop policies, mechanisms, and products to enhance competitiveness and brand recognition in the market.
- Control operating expenses well, effectively manage cash and goods. Minimize overdue debt of customers.

#### **5. Assessment report related to environmental and social responsibility:**

- Assessment related to environmental indicators:
  - Monthly electricity and water consumption is strictly controlled and reduced compared to the previous year. On yearly basis, the Company prepares an Environmental Impact Assessment Report, accordingly, the environmental assessment indicators are all within the allowable limits. Production activities at the factory do not cause environmental pollution because air and water before being released into the environment have been treated through the HVAC system, F8 filter and the Company's standard water treatment system.
- Assessment related to employees' issues:
  - The Company complies with all legal regulations related to labor and employment. With the goal of improving both the material and spiritual well-being of employees, the Company continuously build a friendly, supportive, and collaborative working environment that encourages mutual learning, creating strong motivation for employees to work diligently, develop their personal skills, and maintain long-term commitment to the Company.
- Assessment related to corporate responsibility towards local communities:
  - The company is committed to fulfilling its corporate social responsibility towards the environment and community with the main goal of ensuring that treated emissions, wastewater, and waste meet standards before being released into the environment or signing contracts with appropriate functional units; continuing to support and share with local people through support programs, providing free medicine.

#### **IV. Board of Directors' assessment on the Company's operations**

##### **1. Board of Directors' assessment on the all aspects of the Company's operations:**



- The Board of Directors has proactively monitored, oriented and directed monthly and quarterly production and business activities, together with the Board of Management and the collective of employees, implemented many measures to overcome difficulties in order to achieve and exceed the set plan.

**2. Board of Directors' assessment on the performance of the company's management:**

- The Board of Directors always monitors and directs the activities of the Board of Management in accordance with the production and business situation under the conditions affected by macro-economic, socio-political factors, promptly resolving issues under the authority of the Board of Directors.
- The Board of Management has implemented all tasks in accordance with the spirit of the Resolutions and decisions of the General Meeting of Shareholders and the Board of Directors.
- The Board of Management continues to standardize regulations, rules and procedures, especially production procedures, to comply with advanced standards.

**3. Plans and directions of the Board of Directors:**

In 2025, the Board of Directors will implement the following plans and orientations:

- Direct and control the implementation of the 2025 business plan of the Board of Management to successfully implement the production and business targets approved by the General Meeting of Shareholders.
- Direct the development and preparation of a plan to build a medicinal herb extraction line.
- Continue to train and develop human resources and prepare a successor team.
- Control the implementation of contracts/transactions between the Company and internal and related parties .

**V. Corporate governance**

**1. Board of Directors:**

**a. Members and structure of the Board of Directors:**

| No. | Member of Board of Directors | Position           | Date of commencing/cease being a member of the Board of Directors/Independent Board of Directors |                   |
|-----|------------------------------|--------------------|--|-------------------|
|     |                              |                    | Date of appointment  | Date of dismissal |
| 1   | Le Thanh Truc                | Chairman           | 18/04/2020   |                   |
| 2   | Thai Nha Ngon                | Deputy Chairman    | 18/04/2020   |                   |
| 3   | Nguyen Thi Mai Nguyet        | Independent Member | 18/04/2020   |                   |



|   |               |                    |            |  |
|---|---------------|--------------------|------------|--|
| 4 | Pho Nghia Van | Independent Member | 18/04/2020 |  |
|---|---------------|--------------------|------------|--|

**Number of shares owned:**

| No. | Member of Board of Directors | Position           | Number of shares owned | Percentage |
|-----|------------------------------|--------------------|------------------------|------------|
| 1   | Le Thanh Truc                | Chairman           | 1.194.276              | 13,57%     |
| 2   | Thai Nha Ngon                | Deputy Chairman    | 4.044.580              | 45,96%     |
| 3   | Nguyen Thi Mai Nguyet        | Member             | 55.000                 | 0,62%      |
| 4   | Pho Nghia Van                | Independent Member | 28.500                 | 0,32%      |

**Members of Board of Directors holding managerial position at another Company:**

| No. | Full name             | Company name                             | Position         |
|-----|-----------------------|--|------------------|
| 1   | Nguyen Thi Mai Nguyet | UNITE Pharmaceutical Joint Stock Company | General Director |
|     |                       | An Medicol Pharma Company Limited        | General Director |

**b. Subcommittees of the Board of Directors:** The Board of Directors is not divided into subcommittees.

**c. Activities of the Board of Directors:** In 2024, the Board of Directors had 07 meetings and 01 extraordinary meeting with full attendance of members.

- All issues related to production, business and investment within the authority and responsibility of the Board of Directors are considered, analyzed and evaluated before making a decision.
- Transactions and contracts related to insiders and related persons are carefully considered to ensure the legitimate rights and interests of insiders, related persons and other shareholders as well as the interests of the Company.
- The Board of Directors regularly and closely supervises the management activities of the Board of Management.
- The activities of the Board of Directors fully comply with the provisions of the Company Charter, the Regulations on organization and operation of the Board of Directors and applicable laws.
- The Board of Directors holds quarterly meetings to ensure the handling of the Company's affairs. The attendance rate of the Board of Directors' members is 100%.
- The Board of Directors directs and supervises information disclosure activities to ensure proper and sufficient implementation in accordance with current legal regulations.
- The Board of Directors prepares for the election of members of the Board of Directors and the Board of Supervisors for the 2025-2030 term in a thoughtful and detailed manner.

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**d. Activities of independent Board members:** There are 02/04 independent members of the Board of Directors who are not executives at the Company. However, these members always fully participate in the meetings of the Board of Directors to contribute opinions on issues under the authority of the Board of Directors. Every year, the independent members of the Board of Directors prepare an Operational Assessment Report of the Board of Directors.

**e. Activities of subcommittees in the Board of Directors:** No.

**f. List of Board of Directors members with corporate governance training certificates:**

– Mr. Thai Nha Ngon

**2. Board of Supervisors:**

**a. Members and structure of the Board of Supervisors:**

| No.          | Full name              | Position                       | No. of shares | Ratio        |
|--------------|------------------------|--------------------------------|---------------|--------------|
| 1            | Nguyen Hoang Ngoc Chau | Head of Board of Supervisors   | 00            | 00%          |
| 2            | Nguyen Van Chac        | Member of Board of Supervisors | 440           | 0,005%       |
| 3            | Pham Thi Minh Tam      | Member of Board of Supervisors | 66.100        | 0,75%        |
| <b>TOTAL</b> |                        |                                | <b>66.540</b> | <b>0,75%</b> |

**b. Activities of the Board of Supervisors:**

- Inspect and supervise compliance with the implementation of the Resolutions of the 2024 General Meeting of Shareholders, the decisions of the Board of Directors in accordance with the provisions of the Enterprise Law and the Company Charter.
- Inspect and supervise the implementation of the 2024 plan.
- Inspect the reasonableness, legality, and honesty in the management and operation of business activities, in the organization of accounting, statistics and financial reporting:
- + The Board of Supervisors has conducted the audit of all 6-month financial statements and 2024 financial statements of Phong Phu Pharmaceutical Joint Stock Company, Usar Vietnam Company Limited and the Consolidated Reports audited by AFC Vietnam Auditing Company Limited and ensured that these reports have reflected a fair and reasonable view, in all material aspects, the financial situation of the Company, in accordance with Vietnamese Accounting Standards, Vietnamese Accounting Regime as well as other principles as prescribed by law.
- + The Board of Supervisors also holds regular meetings every 6 months with full participation of members, to summarize the work done during the period and make an action plan for the next period, as well as prepare necessary reports and recommendations to send to the Board of Directors.

**c. Activities of the Internal Audit Department:**



ensuring the legality of documents in production and business activities; participating in contributing opinions on regulations and management procedures.

**3. Transactions, remuneration and benefits of the Board of Directors, the Board of Management and the Board of Supervisors, and the person in charge of corporate governance:**

**a. Salary, bonus, remuneration, benefits as of December 31, 2024:**

*Unit: VND*

| No. | Full name              | Position  | Renumeration | Salary      | Total income |
|-----|------------------------|---|--------------|-------------|--------------|
| 01  | Le Thanh Truc          | Chairman of the Board                                       | 84.000.000   | 482.162.250 | 566.162.250  |
| 02  | Thai Nha Ngon          | Deputy Chairman of the Board of Directors, General Director | 72.000.000   | 686.137.500 | 758.137.500  |
| 03  | Nguyen Thi Mai Nguyet  | Member of Board of Directors                                | 60.000.000   |             | 60.000.000   |
| 04  | Pho Nghia Van          | Member of Board of Directors                                | 60.000.000   |             | 60.000.000   |
| 05  | Pham Thi Thach Thao    | Person in charge of Corporate Governance                    | 48.000.000   | 258.763.868 | 306.763.868  |
| 06  | Nguyen Hoang Ngoc Chau | Head of Board of Supervisors                                | 60.000.000   |             | 60.000.000   |
| 07  | Nguyen Van Chac        | Member of Board of Supervisors                              | 48.000.000   | 362.173.245 | 410.173.245  |
| 08  | Pham Thi Minh Tam      | Member of Board of Supervisors                              | 48.000.000   |             | 48.000.000   |
| 09  | Nguyen Thi Anh Chi     | Chief Accountant  | 00           | 616.592.394 | 616.592.394  |

Other non-monetary benefits or benefits that cannot be quantified in monetary terms: No.

**b. Insider stock transactions: none**

**c. Contracts or transactions with insiders:** In 2024, the Company signed sales contracts with An Medicol Pharma Co., Ltd., Unit Pharmaceutical Joint Stock Company, Usar Vietnam Co., Ltd., Minh Luan Precision Mechanical Co., Ltd., Tuyen Hiep Co., Ltd. under the terms as same as the Company's model contract and there are no terms more favorable to the above Companies than other customers/suppliers.



- d. **Implementation of corporate governance regulations:** The Company's governance during the year by the Board of Directors, Board of Supervisors and Board of Management is carried out in accordance with the law, the Charter and internal regulations of the Company.


## VI. Financial statements

1. Auditor's opinion: *The consolidated financial statements have reflected a fair and honest view, in all material respects, the financial situation of the Company as at December 31, 2024, as well as the results of business performance and cash flows for the fiscal year then ended, in accordance with Vietnamese accounting standards, accounting regimes for enterprises and legal regulations related to the preparation and presentation of financial statements..*

2. Financial statements:

### AFC VIETNAM AUDITING COMPANY LIMITED

- Address: 2nd Floor, Indochina Park Tower, 04 Nguyen Dinh Chieu, District 1, Ho Chi Minh City
- Tel: (028) 222 00 237; Fax: (028) 222 00 265

Audit Report No: 210/2025/BCKTHN-HCM.00623 dated March 27, 2025 (attached)./. 

Ho Chi Minh City, April 14 2025

GENERAL DIRECTOR



 Thai Nha Ngon

**PHONG PHU PHARMACEUTICAL  
JOINT STOCK COMPANY**

**Audited consolidated financial statements  
for the fiscal year ended 31 December 2024**





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## THE BOARD OF DIRECTORS' REPORT

The Board of Directors have the pleasure in presenting this report and the Audited consolidated financial statements of Phong Phu Pharmaceutical Joint Stock Company and its subsidiary (referred to as "the Corporation") for the fiscal year ended 31 December 2024.

### 1. General information

The Corporation includes: Phong Phu Pharmaceutical Joint Stock Company ("the Parent Company") and a subsidiary is USAR Vietnam Company Limited.

#### The Parent Company

Phong Phu Pharmaceutical Joint Stock Company ("the Parent Company") is a joint stock company, established in Vietnam and operating under the Business Registration Certificate No. 0301427564 first registered on 20 August 2000 issued by the Department of Planning and Investment of Ho Chi Minh City.

During its operation, the Parent Company has been granted the following additional Business Registration Certificates by the Department of Planning and Investment of Ho Chi Minh City:

- 1<sup>st</sup> amendment Business Registration Certificate dated 25 March 2003;
- 2<sup>nd</sup> amendment Business Registration Certificate dated 02 March 2007 to update the Parent Company's name and address;
- 3<sup>rd</sup> amendment Business Registration Certificate dated 25 October 2007 to increase the Parent Company's charter capital from VND 6,000,000,000 VND to VND 22,000,000,000;
- 4<sup>th</sup> amendment Business Registration Certificate dated 13 November 2008 to update the Parent Company's business activities;
- 5<sup>th</sup> amendment Business Registration Certificate dated 16 August 2010 to update the Parent Company's Business Registration Certificate to No. 0301427564;
- 6<sup>th</sup> amendment Business Registration Certificate dated 09 September 2010 to update the Parent Company's Legal Representative from Ms. Nguyen Thi Bich Ngoc to Mr. Ho Vinh Hien;
- 7<sup>th</sup> amendment Business Registration Certificate dated 28 October 2010 to increase the Parent Company's charter capital from VND 22,000,000,000 to VND 23,355,000,000 and update information regarding 83 branches of the Parent Company;
- 8<sup>th</sup> amendment Business Registration Certificate dated 11 February 2011 to decrease 83 branches of the Parent Company to 82 branches;
- 9<sup>th</sup> amendment Business Registration Certificate dated 28 February 2012 to update the Parent Company's business activities, also increase 82 branches of the Parent Company to 83 branches;
- 10<sup>th</sup> amendment Business Registration Certificate dated 18 April 2014 to increase the Company's charter capital from VND 23,355,000,000 to VND 29,799,990,000, also decrease 83 branches of the Parent Company to 69 branches;
- 11<sup>th</sup> amendment Business Registration Certificate dated 18 September 2014 to increase the Parent Company's charter capital from VND 29,799,990,000 to VND 45,000,000,000;
- 12<sup>th</sup> amendment Business Registration Certificate dated 24 December 2015 to dissolve all of the Parent Company's branches;
- 13<sup>th</sup> amendment Business Registration Certificate dated 03 March 2016 to increase the Parent Company's charter capital from VND 45,000,000,000 to VND 60,000,000,000;
- 14<sup>th</sup> amendment Business Registration Certificate dated 19 October 2018 to increase the Parent Company's charter capital from VND 60,000,000,000 to VND 80,000,000,000;
- 15<sup>th</sup> amendment Business Registration Certificate dated 21 August 2019 to increase the Parent Company's charter capital from VND 80,000,000,000 to VND 87,999,910,000;
- 16<sup>th</sup> amendment Business Registration Certificate dated 15 October 2021 to update information of the Parent Company's Legal Representative;

Charter capital of the Parent Company at 31/12/2024 and at 01/01/2024 is VND 87,999,910,000 equivalent with 8,799,991 shares which have par value of VND 10,000/ share.

The Parent Company's shares were accepted for listing on the Hanoi Stock Exchange with the stock code PPP and the first trading day was 18 July 2011.



## THE BOARD OF DIRECTORS' REPORT

According to Business registration certificate, the Parent Company's business activities are:

- Wholesale of other household products. Details: Wholesale of pharmaceuticals; medical instruments, medical equipment; cosmetics, perfumeries; antiseptic solutions.
- Other production not elsewhere classified. Details: Tea production;
- Manufacture of dairy products;
- Manufacture of bakery products from flour;
- Manufacture of macaroni, noodles and similar farinaceous products;
- Manufacture of non-alcoholic beverages, and mineral waters. Details: Production of mineral waters and other bottled waters; manufacture of non-alcoholic beverages;
- Wholesale of food. Details: Wholesale of tea; Wholesale of sugar (not operating at headquarters); milk and dairy products, confectionery and products processed from cereal, flour, starch; wholesale of functional foods;
- Other passenger land transport. Details: Freight transport by special-purpose motor vehicles; other urban and suburban passenger land transport (not operating at headquarters);
- Warehousing and storage of goods. Details: Storage of goods;
- Real estate activities, own or rented property and land use rights. Details: Real estate activities (not operating at headquarters);
- Manufacture of functional foods not elsewhere classified. Details: Manufacture of functional foods (except for fresh food processing);
- Manufacture of pharmaceuticals, medicinal chemical and herbal medicines. Details: Manufacture of pharmaceuticals, herbal medicines, herbal extracts;
- Manufacture of cocoa, chocolate and sugar confectionery;
- Wholesale of beverages. Details: Wholesale of non-alcoholic beverages;
- Manufacture of cosmetics, soap and detergents, cleaning and polishing preparations and toilet preparations. Details: Manufacture of cosmetics, chemicals and antiseptic solutions for household and medical use (except for manufacturing chemicals at headquarters);
- Manufacture of medical and dental, and orthopaedic and rehabilitation instruments and supplies. Details: Manufacture of medical instruments and supplies;
- Other professional, scientific and technology activities not elsewhere classified. Details: Technology transfer and technology transfer services in the field of pharmaceuticals and health supplement; Product research and development services in the field of pharmaceuticals and health supplement;
- Growing spices, medicinal plants, perennial aromatic plants. Details: Growing and processing spices, medicinal plants, perennial aromatic plants (not operating at headquarters).

In the year, the Corporation's principal activities are producing, wholesale and retail of medicine.

The Parent Company's head office:

- Address : Lot No. 12, No. 8 Street, Tan Tao Industrial Park, Tan Tao A Ward, Binh Tan District, Ho Chi Minh City, Vietnam
- Phone : 028 3754 7999
- Fax : 028 3754 7996

### Branches

The Parent Company has the following affiliated units:

| No. | Unit's name   | Address   |
|-----|---|---|
| 1   | Branch of Phong Phu Pharmaceutical Joint Stock Company - Functional Food Production Factory | 179 Phong Phu Street, Ward 11, District 8, Ho Chi Minh City, Vietnam  |
| 2   | Phong Phu Pharmaceutical Joint Stock Company – Usarichpharm Factory Branch                  | Lot No. 12, No. 8 Street, Tan Tao Industrial Park, Tan Tao A Ward, Binh Tan District, Ho Chi Minh City, Vietnam |

## THE BOARD OF DIRECTORS' REPORT

### Subsidiaries

The Parent Company has the following subsidiary:

| Name                         | Address   | Main activities                 | Ownership rate | Voting right rate |
|------------------------------|---|---------------------------------|----------------|-------------------|
| USAR Vietnam Company Limited | Lot 12, No. 8 Street, Tan Tao Industrial Park, Tan Tao A Ward, Binh Tan District, Ho Chi Minh City, Vietnam | Pharmaceutical trading business | 100%           | 100%              |

### 2. The members of the Board of Directors, the Board of Supervisors, the General Director and Chief Accountant

The members of the Board of Directors, The General Director and the Board of Supervisors in the fiscal year ended 31 December 2024 and as at the date of this report include:

#### The Board of Directors

| Full name                 | Position                                    |
|---------------------------|---|
| Ms. Le Thanh Truc         | Chairwoman                                  |
| Mr. Thai Nha Ngon         | Vice Chairman                               |
| Ms. Nguyen Thi Mai Nguyet | Member                                      |
| Mr. Pho Nghia Van         | Member                                      |
| Ms. Pham Thi Thach Thao   | The Parent Company's Administrative Officer |

#### The Board of Supervisors

| Full name                  | Position         |
|----------------------------|------------------|
| Ms. Nguyen Hoang Ngoc Chau | Chief Supervisor |
| Ms. Pham Thi Minh Tam      | Member           |
| Mr. Nguyen Van Chac        | Member           |

#### The General Director and Chief Accountant

| Full name              | Position         |
|------------------------|------------------|
| Mr. Thai Nha Ngon      | General Director |
| Ms. Nguyen Thi Anh Chi | Chief Accountant |

#### Legal Representative

The Legal Representative of the Parent Company during the fiscal year ended at 31 December 2024 and at the date of this report is:

| Full name         | Nationality | Position         |
|-------------------|-------------|------------------|
| Mr. Thai Nha Ngon | Vietnamese  | General Director |

### 3. The Corporation's financial position and operating results

The Corporation's financial position and its operating result for the fiscal year ended 31 December 2024 are reflected in the accompanying consolidated financial statements.

### 4. Events subsequent to the balance sheet date

There have been no significant events occurring after the balance sheet date for the fiscal year ended 31 December 2024 which would require adjustments or disclosures to be made in the Notes to the consolidated financial statements.



## THE BOARD OF DIRECTORS' REPORT

### 5. Auditors

AFC Vietnam Auditing Company Limited has been appointed to audit the Corporation's consolidated financial statements for the fiscal year ended 31 December 2024.

### 6. Statement of the General Director' responsibility in respect of the consolidated financial statements

The General Director is responsible for preparing the consolidated financial statements for the fiscal year ended 31 December 2024 which give a true and fair view of the consolidated financial position of the Corporation, as well as of its consolidated operation results and its consolidated cash flows for the year then ended. In preparing those consolidated financial statements, the General Director is required to:

- Select suitable accounting policies and then apply them consistently;
- Make judgments and estimates that are reasonable and prudent;
- State whether applicable accounting standards have been followed, subject to any material departures disclosed and explained in the consolidated financial statements;
- Prepare the consolidated financial statements on the going concern basis unless it is inappropriate to presume that the Corporation will continue in business; and
- Design, implement and maintain the Corporation's internal control for prevention and detection of fraud and error to preparation and presentation of the consolidated financial statements.

The General Director is responsible for ensuring that the proper accounting records are kept which disclose, with reasonable accuracy at any time, the financial position of the Corporation and to ensure that the accounting records comply with the Vietnamese Accounting System. The General Director is also responsible for managing the assets of the Corporation and therefore has taken the appropriate measures to prevent and detect frauds and other irregularities.

The General Director confirmed that the Corporation has complied with the above requirements in preparing the accompanying consolidated financial statements.

### 7. Approval of the consolidated financial statements

The Board of Directors hereby approves the accompanying consolidated financial statements which give a true and fair view of the financial position of the Corporation as at 31 December 2024, its operation results and cash flows of the Corporation for the fiscal year ended 31 December 2024 in accordance with the Vietnamese Accounting Standards, Vietnamese Accounting System and comply with relevant statutory requirements relating to the preparation and presentation of consolidated financial statements.

On behalf of the Board of Directors



LE THANH TRUC  
Chairwoman

Ho Chi Minh City, 27 March 2025





Công ty TNHH Kiểm Toán AFC Việt Nam  
AFC Vietnam Auditing Co., Ltd.

Thành viên tập đoàn PKF Quốc tế  
Member firm of PKF International

No.: 210/2025/BCKTHN-HCM. 00623



## INDEPENDENT AUDITOR'S REPORT

**To: The Shareholders, the Board of Directors and the General Director  
Phong Phu Pharmaceutical Joint Stock Company**

We have audited the accompanying consolidated financial statements of Phong Phu Pharmaceutical Joint Stock Company and its subsidiary (referred to as "the Corporation"), prepared on 27 March 2025, as set out from page 6 to 37, which comprise the Consolidated Balance sheet as at 31 December 2024, the Consolidated Income statement, the Consolidated Cash flow statement for the fiscal year then ended and the Notes to the Consolidated Financial statements.

### The General Director' responsibility

The General Director of the Parent Company is responsible for the preparation and fair presentation of these consolidated financial statements of the Corporation in accordance with the Vietnamese Accounting Standards, Vietnamese Accounting System and comply with relevant statutory requirements to preparation and presentation of the consolidated financial statements and for such internal control as the General Director of the Parent Company determines is necessary to enable the preparation and presentation of these consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An auditor involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatements of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Corporation's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the General Director, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Auditor's opinion

In our opinion, the accompanying consolidated financial statements give a true and fair view of, in all material respects, the consolidated financial position of the Corporation as at 31 December 2024 and the results of its consolidated operations and its consolidated cash flows for the fiscal year then ended in accordance with the Vietnamese Accounting Standards, Vietnamese Accounting System and comply with relevant statutory requirements to the preparation and presentation of the consolidated financial statements.



**PHẠM THỊ NGỌC LIÊN**  
Deputy General Director  
Audit Practicing Registration Certificate  
No. 1180-2023-009-1  
**AFC VIETNAM AUDITING COMPANY LIMITED**  
Ho Chi Minh City, 27 March 2025

  
**LE HUYNH BAO**  
Auditor  
Audit Practicing Registration Certificate  
No. 5449-2021-009-1



**CONSOLIDATED BALANCE SHEET**

As at 31 December 2024

| ITEMS   | Code       | Notes | 31/12/2024<br>VND     | 01/01/2024<br>VND     |
|---|------------|-------|-----------------------|-----------------------|
| <b>ASSETS</b>   |            |       |                       |                       |
| <b>A - CURRENT ASSETS</b>   | <b>100</b> |       | <b>91,227,655,896</b> | <b>79,644,277,505</b> |
| <b>I. Cash and cash equivalents</b>                                 | <b>110</b> | 5,1   | <b>8,876,231,902</b>  | <b>8,481,639,139</b>  |
| 1. Cash   | 111        |       | 4,876,231,902         | 4,481,639,139         |
| 2. Cash equivalents   | 112        |       | 4,000,000,000         | 4,000,000,000         |
| <b>II. Short term financial investments</b>                         | <b>120</b> |       | <b>31,108,072,981</b> | <b>23,562,811,839</b> |
| 1. Trading securities   | 121        |       | -                     | -                     |
| 2. Provision for diminution in value of held for trading securities | 122        |       | -                     | -                     |
| 3. Held-to-maturity investments                                     | 123        | 5,2   | 31,108,072,981        | 23,562,811,839        |
| <b>III. Short-term receivables</b>                                  | <b>130</b> |       | <b>13,936,937,385</b> | <b>15,270,957,835</b> |
| 1. Short-term accounts receivable                                   | 131        | 5,3   | 11,210,699,585        | 13,286,806,334        |
| 2. Short-term advances to suppliers                                 | 132        | 5,4   | 1,959,182,981         | 778,610,117           |
| 3. Short-term inter-company receivables                             | 133        |       | -                     | -                     |
| 4. Construction contract receivables based on progress billings     | 134        |       | -                     | -                     |
| 5. Short-term loan receivables                                      | 135        |       | -                     | -                     |
| 6. Other short-term receivables                                     | 136        | 5,5   | 883,915,393           | 1,304,654,271         |
| 7. Provision for doubtful short-term debts                          | 137        | 5,6   | (116,860,574)         | (99,112,887)          |
| 8. Deficient assets pending resolution                              | 139        |       | -                     | -                     |
| <b>IV. Inventories</b>  | <b>140</b> | 5,7   | <b>36,898,700,847</b> | <b>31,999,860,818</b> |
| 1. Inventories  | 141        |       | 37,477,995,497        | 32,851,856,541        |
| 2. Provision for decline inventories                                | 149        |       | (579,294,650)         | (851,995,723)         |
| <b>V. Other short-term assets</b>                                   | <b>150</b> |       | <b>407,712,781</b>    | <b>329,007,874</b>    |
| 1. Short-term prepayments   | 151        | 5,8   | 387,273,318           | 241,545,558           |
| 2. Deductible VAT   | 152        |       | 7,611,281             | -                     |
| 3. Other receivables from State budget                              | 153        | 5,14  | 12,828,182            | 87,462,316            |
| 4. Transactions to buy, resell government bonds                     | 154        |       | -                     | -                     |
| 5. Other short-term assets  | 155        |       | -                     | -                     |

**CONSOLIDATED BALANCE SHEET**

As at 31 December 2024

| ITEMS   | Code       | Notes | 31/12/2024<br>VND      | 01/01/2024<br>VND      |
|---|------------|-------|------------------------|------------------------|
| <b>B - NON-CURRENT ASSETS</b>   | <b>200</b> |       | <b>75,914,638,908</b>  | <b>80,377,757,201</b>  |
| <b>I. Long-term receivables</b>   | <b>210</b> |       | <b>54,968,812</b>      | <b>16,306,562</b>      |
| 1. Long-term receivables from customers                                 | 211        |       | -                      | -                      |
| 2. Long-term advances to suppliers                                      | 212        |       | -                      | -                      |
| 3. Business capital in dependent units                                  | 213        |       | -                      | -                      |
| 4. Long-term inter-company receivables                                  | 214        |       | -                      | -                      |
| 5. Long-term loan receivables   | 215        |       | -                      | -                      |
| 6. Other long-term receivables  | 216        | 5.5   | 54,968,812             | 16,306,562             |
| 7. Provision for doubtful long-term debt                                | 219        |       | -                      | -                      |
| <b>II. Fixed assets</b>   | <b>220</b> |       | <b>74,287,414,969</b>  | <b>78,011,831,743</b>  |
| 1. Tangible fixed assets  | 221        | 5.9   | 57,436,446,124         | 60,464,182,918         |
| - Cost  | 222        |       | 111,763,968,297        | 112,073,709,420        |
| - Accumulated depreciation  | 223        |       | (54,327,522,173)       | (51,609,526,502)       |
| 2. Finance leases fixed assets  | 224        |       | -                      | -                      |
| - Cost  | 225        |       | -                      | -                      |
| - Accumulated depreciation  | 226        |       | -                      | -                      |
| 3. Intangible fixed assets  | 227        | 5.10  | 16,850,968,845         | 17,547,648,825         |
| - Cost  | 228        |       | 24,609,806,901         | 24,609,806,901         |
| - Accumulated depreciation  | 229        |       | (7,758,838,056)        | (7,062,158,076)        |
| <b>III. Investment property</b>   | <b>230</b> |       | -                      | -                      |
| - Cost  | 231        |       | -                      | -                      |
| - Accumulated depreciation  | 232        |       | -                      | -                      |
| <b>IV. Long-term assets in progress</b>                                 | <b>240</b> |       | <b>61,775,000</b>      | -                      |
| 1. Long-term works in progress  | 241        |       | -                      | -                      |
| 2. Construction in progress   | 242        | 5.11  | 61,775,000             | -                      |
| <b>V. Long-term financial investments</b>                               | <b>250</b> |       | -                      | -                      |
| 1. Investment in subsidiaries   | 251        |       | -                      | -                      |
| 2. Investment in joint ventures, and associates                         | 252        |       | -                      | -                      |
| 3. Investments in other entities  | 253        |       | -                      | -                      |
| 4. Provision for diminution in value of long-term financial investments | 254        |       | -                      | -                      |
| 5. Long-term investments held-to-maturity                               | 255        |       | -                      | -                      |
| <b>VI. Other non-current assets</b>                                     | <b>260</b> |       | <b>1,510,480,127</b>   | <b>2,349,618,896</b>   |
| 1. Long-term prepaid expenses   | 261        | 5.8   | 1,042,210,669          | 2,019,574,704          |
| 2. Deferred income tax assets   | 262        | 5.12  | 468,269,458            | 330,044,192            |
| 3. Long-term equipment, spare parts for replacement                     | 263        |       | -                      | -                      |
| 4. Other non-current assets   | 268        |       | -                      | -                      |
| 5. Goodwill   | 269        |       | -                      | -                      |
| <b>TOTAL ASSETS</b>   | <b>270</b> |       | <b>167,142,294,804</b> | <b>160,022,034,706</b> |



**CONSOLIDATED BALANCE SHEET**


As at 31 December 2024

| ITEMS  | Code       | Notes | 31/12/2024<br>VND     | 01/01/2024<br>VND     |
|--|------------|-------|-----------------------|-----------------------|
| <b>RESOURCES</b>   |            |       |                       |                       |
| <b>C – LIABILITIES</b>                                       | <b>300</b> |       | <b>31,784,177,061</b> | <b>29,651,473,355</b> |
| <b>I. Current liabilities</b>                                | <b>310</b> |       | <b>31,567,177,061</b> | <b>29,426,473,355</b> |
| 1. Trade accounts payable                                    | 311        | 5.13  | 13,502,165,363        | 11,688,162,050        |
| 2. Short-term advance from customers                         | 312        | 5.14  | 4,745,086,252         | 4,755,323,935         |
| 3. Taxes and payables to State budget                        | 313        | 5.15  | 1,680,479,309         | 1,566,744,745         |
| 4. Payables to employees                                     | 314        |       | 4,008,448,351         | 4,536,843,719         |
| 5. Short-term accrued expenses                               | 315        | 5.16  | 478,717,171           | 460,082,895           |
| 6. Short-term inter-company payables                         | 316        |       | -                     | -                     |
| 7. Construction contract payables based on progress billings | 317        |       | -                     | -                     |
| 8. Short-term unrealized revenues                            | 318        |       | -                     | -                     |
| 9. Other current payables                                    | 319        | 5.17  | 803,488,321           | 655,884,637           |
| 10. Short-term loans and finance lease liabilities           | 320        |       | -                     | -                     |
| 11. Provision for short-term payables                        | 321        |       | -                     | -                     |
| 12. Bonus and welfare funds                                  | 322        | 5.18  | 6,348,792,294         | 5,763,431,374         |
| 13. Price Stabilization Fund                                 | 323        |       | -                     | -                     |
| 14. Transactions to buy, resell government bonds             | 324        |       | -                     | -                     |
| <b>II. Long-term liabilities</b>                             | <b>330</b> |       | <b>217,000,000</b>    | <b>225,000,000</b>    |
| 1. Long-term trade payables                                  | 331        |       | -                     | -                     |
| 2. Long-term advance from customers                          | 332        |       | -                     | -                     |
| 3. Long-term accrued expenses                                | 333        |       | -                     | -                     |
| 4. Inter-company payables on capital                         | 334        |       | -                     | -                     |
| 5. Long-term payables to inter-company                       | 335        |       | -                     | -                     |
| 6. Long-term unrealized revenues                             | 336        |       | -                     | -                     |
| 7. Other long-term payables                                  | 337        | 5.17  | 217,000,000           | 225,000,000           |
| 8. Long-term loans and finance lease liabilities             | 338        |       | -                     | -                     |
| 9. Convertible bonds   | 339        |       | -                     | -                     |
| 10. Preferred shares   | 340        |       | -                     | -                     |
| 11. Deferred income tax liabilities                          | 341        |       | -                     | -                     |
| 12. Provision for long-term payables                         | 342        |       | -                     | -                     |
| 13. Science and technology development fund                  | 343        |       | -                     | -                     |

**CONSOLIDATED BALANCE SHEET**

As at 31 December 2024

| ITEMS   | Code       | Notes | 31/12/2024<br>VND      | 01/01/2024<br>VND      |
|---|------------|-------|------------------------|------------------------|
| <b>D - OWNER'S EQUITY</b>                                 | <b>400</b> |       | <b>135,358,117,743</b> | <b>130,370,561,351</b> |
| <b>I. Capital</b>   | <b>410</b> | 5.19  | <b>135,358,117,743</b> | <b>130,370,561,351</b> |
| 1. Owners' invested capital                               | 411        |       | 87,999,910,000         | 87,999,910,000         |
| - Ordinary shares with voting rights                      | 411a       |       | 87,999,910,000         | 87,999,910,000         |
| - Preferred shares  | 411b       |       | -                      | -                      |
| 2. Capital surplus  | 412        |       | 2,205,500,000          | 2,205,500,000          |
| 3. Convertible bonds option                               | 413        |       | -                      | -                      |
| 4. Other owner's capital                                  | 414        |       | -                      | -                      |
| 5. Treasury shares (*)                                    | 415        |       | -                      | -                      |
| 6. Assets revaluation difference                          | 416        |       | -                      | -                      |
| 7. Foreign exchange difference                            | 417        |       | -                      | -                      |
| 8. Investment and development funds                       | 418        |       | 10,260,754,744         | 9,354,954,223          |
| 9. Business arrangements support fund                     | 419        |       | -                      | -                      |
| 10. Other owner's funds                                   | 420        |       | -                      | -                      |
| 11. Retained earnings                                     | 421        |       | 34,891,952,999         | 30,810,197,128         |
| - Retained earnings brought forward                       | 421a       |       | 20,250,207,928         | 13,654,315,828         |
| - Retained earnings for the current year                  | 421b       |       | 14,641,745,071         | 17,155,881,300         |
| 12. Construction capital sources                          | 422        |       | -                      | -                      |
| 13. Non-controlling shareholder profit                    | 429        |       | -                      | -                      |
| <b>II. Non-business expenditure fund and other funds</b>  | <b>430</b> |       | -                      | -                      |
| 1. Non-business expenditure fund                          | 431        |       | -                      | -                      |
| 2. Non-business expenditure fund invested in fixed assets | 432        |       | -                      | -                      |
| <b>TOTAL RESOURCES</b>                                    | <b>440</b> |       | <b>167,142,294,804</b> | <b>160,022,034,706</b> |

  
**HO THUY QUYNH NHU**  
 Preparer

  
**NGUYEN THI ANH CHI**  
 Chief Accountant

  
**THAI NHA NGON**  
 General Director

Ho Chi Minh City, 27 March 2025



**CONSOLIDATED INCOME STATEMENT**

For the fiscal year ended 31 December 2024

| ITEMS   | Code | Notes | 2024<br>VND     | 2023<br>VND     |
|---|------|-------|-----------------|-----------------|
| 1. Revenues from sale of goods and rendering of services                    | 01   |       | 138,083,181,031 | 152,497,167,156 |
| 2. Deductions   | 02   |       | 535,318,494     | 325,233,420     |
| 3. Net revenue from sale of goods and rendering of services (10 = 01 - 02)  | 10   | 6.1   | 137,547,862,537 | 152,171,933,736 |
| 4. Cost of goods sold   | 11   | 6.2   | 91,143,638,501  | 103,015,632,764 |
| 5. Gross profit from sale of goods and rendering of services (20 = 10 - 11) | 20   |       | 46,404,224,036  | 49,156,300,972  |
| 6. Financial income   | 21   | 6.3   | 1,390,563,903   | 1,327,427,429   |
| 7. Financial expenses   | 22   | 6.4   | 33,596,069      | 9,692,003       |
| - In which: Interest expenses   | 23   |       | -               | -               |
| 8. Profit or loss of joint venture and associate                            | 24   |       | -               | -               |
| 9. Selling expenses   | 25   | 6.5   | 13,366,814,606  | 13,353,663,087  |
| 10. General and administration expenses                                     | 26   | 6.6   | 12,781,925,815  | 12,692,386,950  |
| 11. Operating profit/(loss)<br>{30 = 20 + (21 - 22 + 24) - (25 + 26)}       | 30   |       | 21,612,451,449  | 24,427,986,361  |
| 12. Other income  | 31   | 6.7   | 202,639,166     | 250,477,447     |
| 13. Other expenses  | 32   | 6.8   | 4,599,730       | 90,317,693      |
| 14. Other profit/(loss) (40 = 31 - 32)                                      | 40   |       | 198,039,436     | 160,159,754     |
| 15. Accounting profit before tax<br>(50 = 30 + 40)                          | 50   |       | 21,810,490,885  | 24,588,146,115  |
| 16. Current corporate income tax expense                                    | 51   | 5.15  | 4,589,569,518   | 4,341,517,400   |
| 17. Deferred corporate income tax expense                                   | 52   | 5.12  | (138,225,266)   | 144,661,435     |
| 18. Net profit after corporate income tax<br>(60 = 50 - 51 - 52)            | 60   |       | 17,359,146,633  | 20,101,967,280  |
| 19. Profit after tax of shareholders of the parent company                  | 61   |       | 17,359,146,633  | 20,101,967,280  |
| 20. Profit after tax of non-controlling shareholders                        | 62   |       | -               | -               |
| 21. Earnings per share  | 70   | 6.9   | 1,767           | 2,061           |



HO THUY QUYNH NHU  
Preparer



NGUYEN THI ANH CHI  
Chief Accountant



THAI NHA NGON  
General Director

Ho Chi Minh City, 27 March 2025

**CONSOLIDATED CASH FLOW STATEMENT**

(Indirect method)

For the fiscal year ended 31 December 2024

| ITEMS  | Code   | 2024<br>VND             | 2023<br>VND             |
|--|--------|-------------------------|-------------------------|
| <b>I. CASH FLOW FROM OPERATING ACTIVITIES</b>  |        |                         |                         |
| 1. Net profit before tax   | 01     | 21,810,490,885          | 24,588,146,115          |
| 2. Adjustments for:  |        |                         |                         |
| - Depreciation and amortisation of fixed assets, investment property                       | 02     | 4,212,501,914           | 4,816,035,337           |
| - Provisions, (reversal)   | 03     | (254,953,386)           | (146,564,576)           |
| - (Gain), loss foreign exchange rate differences upon revaluation of monetary              | 04     | -                       | -                       |
| - Gain, loss from investing activities   | 05     | (1,412,148,403)         | (1,328,363,429)         |
| - Interest expense   | 06     | -                       | -                       |
| - Other adjustments  | 07     | -                       | -                       |
| 3. Operating profit before movements in working capital                                    | 08     | 24,355,891,010          | 27,929,253,447          |
| - (Increase), decrease in receivables  | 09     | 1,161,216,758           | 509,546,448             |
| - (Increase), decrease in inventories  | 10     | (4,626,138,956)         | 4,838,274,580           |
| - Increase, (decrease) in account payable (other than interest payables, CIT payables)     | 11     | 1,296,366,403           | (6,077,190,559)         |
| - (Increase), decrease in accrued expenses   | 12     | 831,636,275             | (781,341,933)           |
| - Increase, decrease in trading securities   | 13     | -                       | -                       |
| - Interest paid  | 14     | -                       | -                       |
| - Corporate income tax paid  | 15     | (4,456,331,785)         | (4,116,455,809)         |
| - Other cash inflows   | 16     | -                       | -                       |
| - Other cash outflows  | 17     | (1,226,240,121)         | (252,082,700)           |
| <b>Net cash flow from operating activities</b>   | 20     | <b>17,336,399,584</b>   | <b>22,050,003,474</b>   |
| <b>II. CASH FLOW FROM INVESTING ACTIVITIES</b>   |        |                         |                         |
| 1. Cash outflow for purchasing and construction of fixed assets and other long-term assets | 21     | (549,860,140)           | (4,621,890,947)         |
| 2. Proceeds from disposal of fixed assets and other long-term assets                       | 22     | 22,354,000              | 936,000                 |
| 3. Cash outflow for buying debt instruments of other entities                              | 23     | (38,197,673,502)        | (29,562,811,839)        |
| 4. Cash recovered from lending, selling debt instruments of other companies                | 24     | 30,652,412,360          | 22,000,000,000          |
| 5. Investment in other entities  | 25     | -                       | -                       |
| 6. Cash recovered from investments in other entities                                       | 26     | -                       | -                       |
| 7. Interest income received, dividends received  | 27     | 1,573,290,211           | 782,433,621             |
| <b>Net cash flow from investing activities</b>   | 30     | <b>(6,499,477,071)</b>  | <b>(11,401,333,165)</b> |
| <b>III. CASH FLOW FROM FINANCIAL ACTIVITIES</b>  |        |                         |                         |
| 1. Proceeds from issuing stocks, receiving capital from owners                             | 31     | -                       | -                       |
| 2. Capital withdrawals, buying treasury shares   | 32     | -                       | -                       |
| 3. Proceeds from short-term borrowings   | 33 7.1 | -                       | -                       |
| 4. Repayment of borrowings   | 34 7.2 | -                       | -                       |
| 5. Repayment of obligations under finance lease  | 35     | -                       | -                       |
| 6. Dividends paid  | 36     | (10,442,329,750)        | (12,467,631,075)        |
| <b>Net cash flow from financing activities</b>   | 40     | <b>(10,442,329,750)</b> | <b>(12,467,631,075)</b> |



**CONSOLIDATED CASH FLOW STATEMENT**

(Indirect method)

For the fiscal year ended 31 December 2024

| ITEMS   | Code | 2024<br>VND   | 2023<br>VND     |
|---|------|---------------|-----------------|
| NET INCREASE/ DECREASE IN CASH IN<br>YEAR (50 = 20 + 30 + 40)       | 50   | 394,592,763   | (1,818,960,766) |
| CASH AND CASH EQUIVALENTS AT<br>BEGINNING OF YEAR                   | 60   | 8,481,639,139 | 10,300,599,905  |
| Effects of changes in foreign exchange rate                         | 61   | -             | -               |
| CASH AND CASH EQUIVALENTS AT THE<br>END OF YEAR (70 = 50 + 60 + 61) | 70   | 8,876,231,902 | 8,481,639,139   |



HO THUY QUYNH NHU  
Preparer



NGUYEN THI ANH CHI  
Chief Accountant



THAI NHA NGON  
General Director  
Ho Chi Minh City, 27 March 2025

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

### 1. BUSINESS HIGHLIGHTS

#### 1.1 Structure of ownership

Phong Phu Pharmaceutical Joint Stock Company ("the Parent Company") is a joint stock company, established in Vietnam and operating under the Business Registration Certificate No. 0301427564 first registered on 20 August 2000 and the 16<sup>th</sup> amendment dated 15 October 2021 issued by the Department of Planning and Investment of Ho Chi Minh City.

Charter capital of the Parent Company at 31/12/2024 and at 01/01/2024 is VND 87,999,910,000 equivalent with 8,799,991 shares which have par value of VND 10,000/ share.

The Parent Company's shares were accepted for listing on the Hanoi Stock Exchange with the stock code PPP and the first trading day was 18 July 2011.

The Parent Company's head office is located at Lot No. 12, No. 8 Street, Tan Tao Industrial Park, Tan Tao A Ward, Binh Tan District, Ho Chi Minh City, Vietnam.

#### 1.2 Scope of operating activities

The Corporation (include the Parent Company and its subsidiary) operates in the field of production and trading.

#### 1.3 Line of business

According to Business registration certificate, the Parent Company's business activities are:

- Wholesale of other household products. Details: Wholesale of pharmaceuticals; medical instruments, medical equipment; cosmetics, perfumeries; antiseptic solutions.
- Other production not elsewhere classified. Details: Tea production;
- Manufacture of dairy products;
- Manufacture of bakery products from flour;
- Manufacture of macaroni, noodles and similar farinaceous products;
- Manufacture of non-alcoholic beverages, and mineral waters. Details: Production of mineral waters and other bottled waters; manufacture of non-alcoholic beverages;
- Wholesale of food. Details: Wholesale of tea; Wholesale of sugar (not operating at headquarters); milk and dairy products, confectionery and products processed from cereal, flour, starch; wholesale of functional foods;
- Other passenger land transport. Details: Freight transport by special-purpose motor vehicles; other urban and suburban passenger land transport (not operating at headquarters);
- Warehousing and storage of goods. Details: Storage of goods;
- Real estate activities, own or rented property and land use rights. Details: Real estate activities (not operating at headquarters);
- Manufacture of functional foods not elsewhere classified. Details: Manufacture of functional foods (except for fresh food processing);
- Manufacture of pharmaceuticals, medicinal chemical and herbal medicines. Details: Manufacture of pharmaceuticals, herbal medicines, herbal extracts;
- Manufacture of cocoa, chocolate and sugar confectionery;
- Wholesale of beverages. Details: Wholesale of non-alcoholic beverages;
- Manufacture of cosmetics, soap and detergents, cleaning and polishing preparations and toilet preparations. Details: Manufacture of cosmetics, chemicals and antiseptic solutions for household and medical use (except for manufacturing chemicals at headquarters);
- Manufacture of medical and dental, and orthopaedic and rehabilitation instruments and supplies. Details: Manufacture of medical instruments and supplies;
- Other professional, scientific and technology activities not elsewhere classified. Details: Technology transfer and technology transfer services in the field of pharmaceuticals and health supplement; Product research and development services in the field of pharmaceuticals and health supplement;
- Growing spices, medicinal plants, perennial aromatic plants. Details: Growing and processing spices, medicinal plants, perennial aromatic plants (not operating at headquarters).

In the year, the Corporation's principal activities are producing, wholesale and retail of medicine.



# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

## 1.4 Normal business cycle

Business cycle of the Corporation is not exceeding 12 months.

## 1.5 The structure of the Corporation

The Corporation includes Phong Phu Pharmaceutical Joint Stock Company (the Parent Company) and 1 subsidiary is USAR Vietnam Company Limited.

### The Parent Company

The Parent Company has the following affiliated units:

| No. | Unit's name   | Address   |
|-----|---|---|
| 1   | Branch of Phong Phu Pharmaceutical Joint Stock Company - Functional Food Production Factory | 179 Phong Phu Street, Ward 11, District 8, Ho Chi Minh City, Vietnam  |
| 2   | Phong Phu Pharmaceutical Joint Stock Company – Usarichpharm Factory Branch                  | Lot No. 12, No. 8 Street, Tan Tao Industrial Park, Tan Tao A Ward, Binh Tan District, Ho Chi Minh City, Vietnam |

### Subsidiaries

List of subsidiaries reflected in consolidated financial statements under the equity method:

| Name                         | Address   | Main activities                 | Ownership rate | Voting right rate |
|------------------------------|---|---------------------------------|----------------|-------------------|
| USAR Vietnam Company Limited | Lot 12, No. 8 Street, Tan Tao Industrial Park, Tan Tao A Ward, Binh Tan District, Ho Chi Minh City, Vietnam | Pharmaceutical trading business | 100%           | 100%              |

## 1.6 Declaration on the comparability of information on the consolidated financial statements

The figures are presented in the consolidated financial statements for the fiscal year ended 31 December 2024 compared with the corresponding figures prior year.

## 1.7 Employees

As at 31 December 2024, the total number of employees of the Corporation was 206 (31 December 2023: 225 persons).

## 2. ACCOUNTING YEAR AND ACCOUNTING CURRENCY

### 2.1 Fiscal year

The fiscal year of the Corporation is from January 01 to December 31 annually.

### 2.2 Accounting currency

The Corporation maintains its accounting records in Vietnamese dong (VND) due to the collect and spending are made primarily by currency VND.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

### 3. ACCOUNTING STANDARDS AND REGULATIONS APPLICATION

#### 3.1 Accounting Standards and regulations application

The Corporation's consolidated financial statements are prepared and presented in accordance with Vietnamese Accounting System issued Circular No. 200/2014/TT-BTC on 22 December 2014, the Circular No. 53/2016/TT-BTC on 21 March 2016, the Circular No. 202/2014/TT-BTC on 22 December 2014 issued by the Ministry of Finance guiding the preparation and presentation methods of the consolidated financial statements and Vietnam Accounting Standards.

The Corporation applied Vietnamese accounting standards; Accounting System issued Circular No. 200/2014/TT-BTC, No. 53/2016/TT-BTC, No. 202/2014/TT-BTC and other circulars guiding the implementation of accounting standards by the Ministry of Finance in the preparation and presentation of consolidated financial statements.

#### 3.2 Comply with the Vietnamese Accounting Standards and Vietnamese Accounting System

The General Director is ensure that complied with the Vietnamese Accounting Standards, Vietnamese Accounting System according to Circular No. 200/2014/TT-BTC, Circular No. 53/2016/TT-BTC, Circular No. 202/2014/TT-BTC and as well as the guiding implementation of Vietnamese Accounting Standards issued by the Ministry of Finance in relating to the preparation and presentation of consolidated financial statements.

### 4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 4.1 Basis of preparation the consolidated financial statements

The consolidated financial statements include the financial statements of the Parent Company and the financial statements of subsidiaries controlled by the Parent Company until the date of the annual report. The control is achieved when the parent company has the ability to control the financial and operating policies of investee companies to obtain benefits from the activities of these companies.

Operating results of subsidiaries which acquired or disposed during the year are presented in the consolidated statement of operations from the date of purchase or to the date of sale of investments in those subsidiaries.

The financial statements of the subsidiary are prepared for the same reporting year as the Parent Company, using accounting policies consistent with those of the Corporation. In case of necessity, the financial statements of subsidiaries are adjusted to the accounting policies applied in the parent company and its subsidiaries are the same.

All transactions and balances between companies in the Corporation are eliminated on consolidation of financial statements.

Non-controlling interest in net assets of consolidated subsidiaries are identified as a target separately from the equity component of the shareholders of the parent company. Interests of non-controlling shareholders include the value of the benefit of non-controlling shareholders as at the initial business combination and share the interests of non-controlling shareholders in the volatility of the total equity since the date of incorporation most business. The losses corresponding to the capital of non-controlling shareholders exceed their share of equity in the total equity of the subsidiary are charged against the interests of the Corporation unless the non-controlling shareholders have a binding obligation and have the ability to offset such losses.

#### Business consolidation

Assets, liabilities and contingent liabilities of the subsidiaries are determined under the fair value at the acquisition date. Any additional terms of the cost of acquisition below the fair value of identifiable net assets acquired is recorded as goodwill. Any deficiency of the cost of acquisition and the fair value of total assets acquired is recognized in the results of operations of the accounting period incurred acquisition activity.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

Non-controlling interest at the date of the original business combination is determined on the basis of the percentage of non-controlling shareholders in the total fair value of assets, liabilities and contingent liabilities recognized.

### 4.2 Foreign currency transactions

In the year, transactions in currencies other than VND during the year have been translated into VND at exchange rates ruling at the date of the transaction. The balances of monetary items denominated in foreign currencies at the period end date are converted by the buying transfer exchange rate and selling exchange rate of the commercial bank which the Parent Company and its subsidiaries have often transactions prevailing on this date.

Exchange differences arising during the year from transactions in foreign currencies are recognized in the financial income or financial expense. Exchange differences arising from revaluation of monetary items denominated in foreign currencies at the balance sheet date after off-setting the differences is recognized in the financial income or financial expense.

### 4.3 Cash and cash equivalents

Cash comprises cash on hand, cash in banks (demand deposits) and cash in transit. Cash equivalents are short-term highly liquid investments with an original maturity of three months or less which are readily convertible into known amounts of cash and which are subject to an insignificant risk of change in value at the report date.

### 4.4 Receivables

Trade and other receivables are stated at cost less provision for doubtful debts.

The classifications of receivables are trade receivables and other receivables, which complied with the following principles:

- Trade receivables reflect the nature of the receivables arising from commercial transactions with purchase - sale between the Corporation and an independent purchaser.
- Other receivables reflect the nature of the receivables arising from non-commercial transactions, and not to be related to the purchase – sale transactions.

The provision for doubtful debts represents the estimated loss due to non-payment arising on receivables that were outstanding at the balance sheet date. Increases and decreases to the provision balance are recognized as general and administrative expense in the Consolidated Income statement.

### 4.5 Inventories

Inventories are stated at the lower of cost and net realisable value.

Cost of inventories is determined as follows:

- Materials, goods: comprising all costs of purchase and related expenses directly incurred in bringing the inventories to their present location and condition.
- Finished goods: comprising costs of raw materials, direct labor and general production costs directly related to the production process.
- Work-in-process: including raw materials expenses, direct labor and production expenses.

Net realisable value means the estimated selling price of inventories in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

The Corporation applies the perpetual inventory method of accounting for inventories and the cost is determined on the weighted average method.

Provision for decline of inventories is made for each inventory with the cost greater than the net value realizable.

An inventory provision is created for the estimated loss arising due to the impairment (through diminution, damage, obsolescence, etc.) of raw materials, finished goods and other inventories owned by the Corporation, based on appropriate evidence of impairment available at the balance sheet date. Increases and decreases to the provision balance are recognised as cost of goods sold in the consolidated income statement.

**4.6 Prepaid expenses**

Prepaid expenses include short-term or long-term prepaid expenses on the balance sheet and are allocated over the period in which economic benefits are generated in relation to these expenses. The Group's prepaid expenses include the following:

***Tools and equipment***

Tools and equipment already in use are allocated to expenses using the straight-line method over a period not exceeding 3 years.

**4.7 Tangible fixed assets**

Tangible fixed assets are stated at cost less accumulated depreciation.

The historical cost of tangible fixed assets include all the expenses that the Corporation incurs to get fixed assets by the time the asset is put into a state ready for use. Costs incurred after initial recognition is only recorded as increase in cost of fixed assets if these costs are sure to increase economic benefits in the future by using these assets. The costs incurred are not satisfied conditions are recognized as an expense in the period.

When selling or liquidating assets, their cost and accumulated depreciation of the assets are written off in the financial statements and any gain or loss which are arising from disposal are recorded in the Consolidated income statement.

Depreciation of tangible fixed assets which is calculated under the straight-line depreciation method with useful time of the asset is estimated as follows:

|                         | Years   |
|-------------------------|---------|
| Building and structure  | 06 – 50 |
| Machinery and equipment | 05 – 10 |
| Transportation          | 08 – 10 |
| Office equipment        | 05      |
| Other fixed assets      | 04      |

**4.8 Intangible fixed assets**

Intangible fixed assets are stated at cost less accumulated depreciation.

The historical cost of intangible fixed assets include all the expenses that the Corporation incurs to get fixed assets by the time the asset is put into a state ready for use. Costs related to intangible assets incurred after initial recognition are recognized as expenses in the period, unless these costs are associated with an intangible asset and increase economic benefits from these assets.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

When assets are sold or retired, their cost and accumulated depreciation are removed from the balance sheet and any gain or losses resulting from their disposal are recognized in other income or other expense.

The Corporation's intangible fixed assets include:

### **Land use rights**

Land use rights are all the actual costs that the Corporation spent related directly to the land use, includes: money spent to have the right to use land, compensation and site clearance expense, levelling, registration fee,... The land use right of the Corporation is depreciated using the straight-line method over the 40-year land lease term.

### **Computer software**

The expenses of purchasing computer software, which is not a part associated with the relevant hardware, will be capitalised. The initial cost of computer software includes all the expenses paid until the date the software is put into use. Computer software is amortised according to straight-line method in 3 years.

## **4.9 Accounts payables and accrued expenses**

Accounts payable and accrued payable are recognized for amounts to be paid in the future, which are related to the goods and services received. Accrued payables are recorded based on reasonable estimates of the amounts payable.

The classification of liabilities is trade payable, accrued expenses and other payables are in accordance with the following principles:

- Trade payables reflects the payables occurring from the commercial transactions with purchase of goods, services, property and the seller, which is an independent unit with the Corporation.
- Accrued payables reflect the amounts payable for goods and services received from the seller or has provided to the buyer but not paid due to no or insufficient billing records, accounting records and payable to employees on sabbatical salary, accrued production costs
- Other payables reflect the payables from non-commercial payables and not relate to the purchase – sale transactions.

## **4.10 Salary**

Salary expenses are determined based on salary, wage and allowances as stated in agreed-upon labor contracts.

## **4.11 Salary deduction**

Social insurance is deducted base on salary under labor contract at a cost of 17.5% and deducted from employees' salaries 8%.

Health insurance is deducted base on salary under labor contract at a cost of 3% and deducted from employees' salaries 1.5%.

Unemployment insurance is deducted base on salary under labor contract at a cost of 1% and deducted from employees' salaries 1%

Trade unions fees deducted on salaries to the cost of 2%.

## **4.12 Owners' equity**

### **Contributed capital of the owner**

Capital is recorded according to the amount actually invested by shareholders.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

### Capital Surplus

Capital Surplus are recognized at the difference between the issued price and face value of shares when first released, the release added, the difference between the price reissued and the book value of treasury shares and structures the capital of the convertible bond at maturity. Direct expenses related to the issuance of additional shares and treasury shares reissued are reduced Capital Surplus.

#### 4.13 Profit distribution

Profit after corporate income tax is distributed to shareholders after the deduction of funds under the Charter of the Parent Company and the provisions of the law which were approved by the General Meeting of Shareholders.

The distribution of profits to shareholders is considered non-monetary assets and liabilities in net undistributed profit may affect cash flow and ability to pay dividends as profit from revaluation of assets contributed as capital and interest due to the revaluation of monetary items, the financial instruments and non-monetary items other.

Dividends are recognized as liabilities when approved by the General Meeting of Shareholders.

#### 4.14 Earnings per share

Basic earnings per share amount is calculated by dividing net profit for the year after any appropriation of bonus and welfare fund according to the Parent Company's Charter as well as current legal regulations and approved by the General Meeting of Shareholders distributed to shareholders owning common stock of the Parent Company, to the weighted average number of ordinary shares outstanding during the year.

#### 4.15 Revenues

##### Revenues from sales of goods

Revenues from sales shall be recognized if it meets all following five (5) conditions:

- The Corporation has transferred the majority of risks and benefits associated with the right to own the products or goods to the buyer;
- The Corporation no longer holds the right to manage the goods as the goods owner, or the right to control the goods;
- Revenues from sales has been determined with relative certainty;
- The Corporation has gained or will gain economic benefits from the good sale transaction;
- It is possible to determine the costs related to the goods sale transaction.

##### Revenues from rendering services

The revenue of transaction related to the provision of services is recorded when the result of the transaction can be measured reliably. In case that the services are to be provided in many accounting periods, the determination of sales in each period is done on the basis of the service completion rate as of the balance sheet date. The result of this transaction can be measured reliably when satisfy all following conditions:

- Revenue can be measured reliably;
- It is possible to obtain economic benefits from the service provision transaction;
- The work volume finished on the date of the balance sheet can be determined;
- The costs incurred from the service provision transaction and the costs of its completion can be determined.

##### Interest income

Income from interest is recognized on an accrual basis, are determined on the balance of cash in bank and the actual interest rate for each period.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

### 4.16 Loan expenses

Loan expenses are loan interest and other costs incurred in direct relation to loans of an enterprise. Loan expenses are recognised as financial expense for the period except where loan expenses directly related to the construction investment or production of uncompleted assets shall be accounted into the value of such assets (capitalized). The capitalization of loan expenses shall terminate when the major activities necessary to prepare the uncompleted asset for its intended use or sale are completed.

### 4.17 Corporate income tax

Corporate income tax expenses comprises current income tax and deferred income tax.

#### **Current income tax**

Current income tax is the tax amount is calculated on taxable income. Taxable income is different from accounting profit due to the adjustments of temporary differences between accounting and tax, non-deductible expenses as well as adjusted income are not taxed and losses be transferred.

#### **Deferred income tax**

Deferred income tax is the corporate income tax will pay or will be refunded by the temporary differences between the carrying amounts of assets and liabilities for the purpose of preparing the financial statements and the basis to calculate income tax. Deferred income tax is recognized for all temporary differences tax. Deferred income tax assets are only recognized when the certainty of future get the taxable profits to use those temporary deductible differences.

The carrying amount of deferred tax assets are reconsidered at closing of the financial year and will be reversed to make sure that there is enough taxable profit to allow the benefit of part or all assets to be used. The deferred tax assets did not previously recognize to be reconsidered at closing of the financial year and is recognized when it is sure to enough taxable profit to be able to use this deferred tax assets.

Deferred tax assets and deferred income tax payable is calculated at the estimated tax rates that is applied in the asset is realized or the liability is settled in accordance with the tax rates in effect at closing fiscal year. Deferred income tax is recognized in the income statement and record directly to equity when the tax relates to items directly to equity.

Deferred tax assets and deferred income tax payables are off set as below:

- The Corporation has a legal right to offset between current income tax assets and current income taxes payable; and
- Deferred tax assets and deferred income tax payables are related to corporate income tax is administered by the same tax authority:
  - For the same taxable Company; or
  - The Corporation intends to pay current income taxes and deferred tax assets on the basis of net assets or recovered asset at the same with the payment of liabilities for each of periods in future when the materiality of deferred income tax or deferred tax assets to be paid or recovered.

Tax settlement of the Parent Company and its subsidiaries will be assessed by the Tax Department. Due to the application of laws and regulations on taxes for different incurred transactions which can be explained in many different ways, tax payable presented in the financial statements can be immediately changed according to the decision of the tax authorities.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

### 4.18 Segment reporting

A business segment is a distinguishable component that is engaged in providing a product or service and that has its own risks and returns which are different from those of other business segments.

A geographical segment a distinguishable component that is engaged in providing a product or services in a particular economic environment and that has its own risks and returns which are different from of segment operating in other economic environment.

### 4.19 Financial instrument

#### Financial assets

The classification of financial assets depends on the nature and purpose of the financial assets and is determined at the time of initial recognition. Financial assets of the Corporation include cash and cash equivalents, customer receivables and other receivables.

At the time of initial recognition, financial assets are determined at cost plus any costs directly transaction of such financial assets.

#### Financial liabilities

The classification of financial liabilities depends on the nature and purpose of the financial liabilities and is determined at the time of initial recognition. Financial liabilities of the Corporation include payable to suppliers, accrued expenses and other payables.

At the time of initial recognition, except for financial liabilities related to financial leasing and convertible bonds are recorded at cost allocation, other financial liabilities are determined at cost plus costs directly transaction of such financial liabilities.

Amortized cost is determined by the value of the initial recognition of financial liabilities minus principal repayments, plus or minus the cumulative amortization of interest calculated at the actual interest rate method of the difference between the value initially recognized and the maturity value, minus deductions (directly or through the use of a provision) by reducing the value or by irrevocable.

The real interest method is a method of calculating the amortized cost of one or a Company of financial liabilities and amortizing the interest income or interest expense in the relevant period. Real interest rate is the interest rate discounting the cash flows estimated to be paid or received in future during the expected lifetime of the financial instrument or a shorter, if necessary, return to the current book value net financial liabilities.

#### Owner's equity instruments

Owner's equity instruments are contracts that prove benefits remaining about asset of Company after deducting all of its obligation.

#### Offsetting of financial instruments

The financial assets and financial liabilities are offset and the net amount is presented on the balance sheet, and if only:

- The Corporation has the legal right to offset the values were recognized, and
- It intends to pay on a net basis or recognized assets and paid liabilities at the same time.



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***4.20 Related parties**

The parties are related if having the ability to control or significant influence across the decision making of financial policies and operations. Parties are also considered to be related if they are subjected to common control or common significant influences.

The following individuals/ companies are considered as related parties:

| Individuals / Company  | Location | Relationship                  |
|--|----------|-------------------------------|
| Unite Pharmaceutical Joint Stock Company                               | Vietnam  | Company with same key members |
| An Medicol Pharma Company Limited                                      | Vietnam  | Company with same key members |
| Minh Luan Precision Mechanical Company Limited                         | Vietnam  | Other related party           |
| Tuyen Hiep Company Limited   | Vietnam  | Other related party           |
| The Board of Directors, the Board of Supervisors, The General Director |          | Key members                   |

**5. ADDITIONAL INFORMATION TO ITEMS IN THE CONSOLIDATED BALANCE SHEET****5.1 Cash and cash equivalents**

|                  | 31/12/2024<br>VND    | 01/01/2024<br>VND    |
|------------------|----------------------|----------------------|
| Cash on hand     | 138,669,816          | 336,481,767          |
| Cash in banks    | 4,737,562,086        | 4,145,157,372        |
| Cash equivalents | 4,000,000,000        | 4,000,000,000        |
|                  | <b>8,876,231,902</b> | <b>8,481,639,139</b> |

**5.2 Financial investments**

Financial investments of the Corporation include held-to-maturity investments, details as follows:

|                   | 31/12/2024            |                           | 01/01/2024            |                           |
|-------------------|-----------------------|---------------------------|-----------------------|---------------------------|
|                   | Cost<br>VND           | Carrying<br>amount<br>VND | Cost<br>VND           | Carrying<br>amount<br>VND |
| <b>Short-term</b> |                       |                           |                       |                           |
| Term deposit      | 31,108,072,981        | 31,108,072,981            | 23,562,811,839        | 23,562,811,839            |
|                   | <b>31,108,072,981</b> | <b>31,108,072,981</b>     | <b>23,562,811,839</b> | <b>23,562,811,839</b>     |

They are term deposits at commercial banks with interest rates from 3.4% to 5.6% per annum.

**5.3 Short-term accounts receivables**

|  | 31/12/2024<br>VND     | 01/01/2024<br>VND     |
|--|-----------------------|-----------------------|
| <b>Trade receivables – related parties</b> |                       |                       |
| Unite Pharmaceutical Joint Stock Company   | 108,229,507           | 303,908,874           |
| An Medicol Pharma Company Limited          | 882,899,817           | 1,035,850,587         |
| <b>Trade receivables – other parties</b>   |                       |                       |
| Dai Quang Pharmaceutical Company Limited   | 793,027,380           | 3,164,300,922         |
| Long Phat Pharmaceutical Company Limited   | 1,933,285,676         | -                     |
| Thang Long Pharmaceutical Company Limited  | 3,528,822,360         | 247,067,520           |
| Other customers                            | 3,964,434,845         | 8,535,678,431         |
|  | <b>11,210,699,585</b> | <b>13,286,806,334</b> |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***5.4 Short-term advances to suppliers**

|   | 31/12/2024<br>VND    | 01/01/2024<br>VND  |
|---|----------------------|--------------------|
| <b>Advances to other suppliers</b>        |                      |                    |
| Gold Seal Trading Service Company Limited | 896,028,480          | 219,710,016        |
| Swati Spentose Pvt. Ltd. Unit-II          | 901,284,000          | -                  |
| Other suppliers                           | 161,870,501          | 558,900,101        |
|   | <b>1,959,182,981</b> | <b>778,610,117</b> |

**5.5 Other short-term, long-term receivables****5.5.1 Other short-term receivables**

|   | 31/12/2024         |                  | 01/01/2024           |                  |
|---|--------------------|------------------|----------------------|------------------|
|   | Amount<br>VND      | Provision<br>VND | Amount<br>VND        | Provision<br>VND |
| <b>Receivables – other parties</b>                          |                    |                  |                      |                  |
| Deposit interest  | 586,598,000        | -                | 770,093,808          | -                |
| Advances  | 123,090,000        | -                | 319,775,000          | -                |
| Pledge, mortgage, deposit                                   | 11,639,680         | -                | 5,255,214            | -                |
| Viettel Post Joint Stock Corporation – Collection on behalf | 150,751,926        | -                | 207,017,351          | -                |
| Other receivables   | 11,835,787         | -                | 2,512,898            | -                |
|   | <b>883,915,393</b> | -                | <b>1,304,654,271</b> | -                |

**5.5.2 Other long-term receivables**

|                                    | 31/12/2024        |                  | 01/01/2024        |                  |
|------------------------------------|-------------------|------------------|-------------------|------------------|
|                                    | Amount<br>VND     | Provision<br>VND | Amount<br>VND     | Provision<br>VND |
| <b>Receivables – other parties</b> |                   |                  |                   |                  |
| Pledge, mortgage, deposit          | 16,232,812        | -                | 16,306,562        | -                |
| Other receivables                  | 38,736,000        | -                | -                 | -                |
|                                    | <b>54,968,812</b> | -                | <b>16,306,562</b> | -                |

**5.6 Bad debts**

|   | 31/12/2024         |                              |                      | 01/01/2024         |                              |                     |
|---|--------------------|------------------------------|----------------------|--------------------|------------------------------|---------------------|
|   | Cost<br>VND        | Recoverable<br>amount<br>VND | Provision<br>VND     | Cost<br>VND        | Recoverable<br>amount<br>VND | Provision<br>VND    |
| <b>Trade receivables</b>                  |                    |                              |                      |                    |                              |                     |
| Yen Thanh Pharmacy                        | 40,141,583         | 20,070,791                   | (20,070,792)         | 40,141,583         | 40,141,583                   | -                   |
| Dang Duong Trading Pharma Company Limited | 19,260,242         | -                            | (19,260,242)         | 19,260,242         | -                            | (19,260,242)        |
| Other customers                           | 87,029,762         | 9,500,222                    | (77,529,540)         | 98,853,090         | 19,000,445                   | (79,852,645)        |
|   | <b>146,431,587</b> | <b>29,571,013</b>            | <b>(116,860,574)</b> | <b>158,254,915</b> | <b>59,142,028</b>            | <b>(99,112,887)</b> |



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***5.7 Inventories**

|                 | <b>31/12/2024</b>     |                          | <b>01/01/2024</b>     |                          |
|-----------------|-----------------------|--------------------------|-----------------------|--------------------------|
|                 | <b>Cost<br/>VND</b>   | <b>Provision<br/>VND</b> | <b>Cost<br/>VND</b>   | <b>Provision<br/>VND</b> |
| Raw materials   | 17,483,558,635        | (579,294,650)            | 14,927,827,487        | (851,995,723)            |
| Tools           | 1,027,454             | -                        | 1,219,000             | -                        |
| Work-in-process | 2,593,261,976         | -                        | 1,525,598,847         | -                        |
| Finished goods  | 9,618,502,159         | -                        | 10,875,723,078        | -                        |
| Goods           | 7,781,645,273         | -                        | 5,521,488,129         | -                        |
|                 | <b>37,477,995,497</b> | <b>(579,294,650)</b>     | <b>32,851,856,541</b> | <b>(851,995,723)</b>     |

Increase and decrease in the provision of inventories in year as follow:

|                       | <b>2024<br/>VND</b>  | <b>2023<br/>VND</b>  |
|-----------------------|----------------------|----------------------|
| Opening balance       | (851,995,723)        | (930,831,054)        |
| Provision in year     | (206,578,783)        | (104,528,197)        |
| Reversal in year      | 50,344,312           | 85,320,778           |
| Inventory disposal    | 428,935,544          | 98,042,750           |
| <b>Ending balance</b> | <b>(579,294,650)</b> | <b>(851,995,723)</b> |

**5.8 Short-term, long-term prepaid expenses****5.8.1 Short-term prepaid expenses**

|                                    | <b>31/12/2024<br/>VND</b> | <b>01/01/2024<br/>VND</b> |
|------------------------------------|---------------------------|---------------------------|
| Fire insurance expense             | 83,232,450                | 84,020,772                |
| Repair, inspection, other services | 117,673,652               | 94,776,352                |
| Production equipment and tools     | 100,084,299               | 47,543,434                |
| Uniform expense                    | 86,282,917                | 15,205,000                |
|                                    | <b>387,273,318</b>        | <b>241,545,558</b>        |

**5.8.2 Long-term prepaid expenses**

|   | <b>31/12/2024<br/>VND</b> | <b>01/01/2024<br/>VND</b> |
|---|---------------------------|---------------------------|
| Store leasing expenses                                  | 12,647,842                | 25,295,662                |
| Repair, maintenance expenses                            | 33,764,635                | 129,482,086               |
| Filter equipment  | 16,666,668                | -                         |
| Production and administration equipment and tools       | 905,138,015               | 767,376,727               |
| Landscaping, processing and panel installation expenses | 57,808,681                | 432,140,424               |
| Office repair expense                                   | 6,241,970                 | 661,851,231               |
| Other long-term prepaid expenses                        | 9,942,858                 | 3,428,574                 |
|   | <b>1,042,210,669</b>      | <b>2,019,574,704</b>      |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***5.9 Increase, decrease of tangible fixed assets**

|                                 | Building and<br>structure<br>VND | Machinery and<br>equipment<br>VND | Transportation<br>VND | Office<br>equipment<br>VND | Other fixed<br>assets<br>VND | Total<br>VND           |
|---------------------------------|----------------------------------|-----------------------------------|-----------------------|----------------------------|------------------------------|------------------------|
| <b>HISTORICAL COST</b>          |                                  |                                   |                       |                            |                              |                        |
| As at 01/01/2024                | 67,996,454,436                   | 40,386,750,809                    | 1,730,930,101         | 1,592,565,909              | 367,008,165                  | 112,073,709,420        |
| Purchase in year                | -                                | 488,085,140                       | -                     | -                          | -                            | 488,085,140            |
| Liquidation                     | -                                | (766,326,263)                     | -                     | (31,500,000)               | -                            | (797,826,263)          |
| <b>As at 31/12/2024</b>         | <b>67,996,454,436</b>            | <b>40,108,509,686</b>             | <b>1,730,930,101</b>  | <b>1,561,065,909</b>       | <b>367,008,165</b>           | <b>111,763,968,297</b> |
| <b>ACCUMULATED DEPRECIATION</b> |                                  |                                   |                       |                            |                              |                        |
| As at 01/01/2024                | 17,198,894,812                   | 32,005,418,778                    | 1,730,930,101         | 312,089,646                | 362,193,165                  | 51,609,526,502         |
| Depreciation in year            | 1,669,119,183                    | 1,655,238,446                     | -                     | 186,649,305                | 4,815,000                    | 3,515,821,934          |
| Liquidation                     | -                                | (766,326,263)                     | -                     | (31,500,000)               | -                            | (797,826,263)          |
| <b>As at 31/12/2024</b>         | <b>18,868,013,995</b>            | <b>32,894,330,961</b>             | <b>1,730,930,101</b>  | <b>467,238,951</b>         | <b>367,008,165</b>           | <b>54,327,522,173</b>  |
| <b>NET BOOK VALUE</b>           |                                  |                                   |                       |                            |                              |                        |
| As at 01/01/2024                | 50,797,559,624                   | 8,381,332,031                     | -                     | 1,280,476,263              | 4,815,000                    | 60,464,182,918         |
| <b>As at 31/12/2024</b>         | <b>49,128,440,441</b>            | <b>7,214,178,725</b>              | <b>-</b>              | <b>1,093,826,958</b>       | <b>-</b>                     | <b>57,436,446,124</b>  |

The historical cost of fully depreciated tangible fixed assets but still in use:

|                         |                      |                       |                      |                    |                    |                       |
|-------------------------|----------------------|-----------------------|----------------------|--------------------|--------------------|-----------------------|
| As at 01/01/2024        | 3,163,163,117        | 24,676,955,502        | 1,730,930,101        | 156,500,000        | 334,908,165        | 30,062,456,885        |
| <b>As at 31/12/2024</b> | <b>4,268,916,667</b> | <b>24,697,129,239</b> | <b>1,730,930,101</b> | <b>229,818,182</b> | <b>367,008,165</b> | <b>31,293,802,354</b> |

**5.10 Increase, decrease of intangible fixed assets**

|                                 | Land use right<br>VND | Accounting software<br>VND | Total<br>VND          |
|---------------------------------|-----------------------|----------------------------|-----------------------|
| <b>HISTORICAL COST</b>          |                       |                            |                       |
| As at 01/01/2024                | 23,880,406,901        | 729,400,000                | 24,609,806,901        |
| <b>As at 31/12/2024</b>         | <b>23,880,406,901</b> | <b>729,400,000</b>         | <b>24,609,806,901</b> |
| <b>ACCUMULATED DEPRECIATION</b> |                       |                            |                       |
| As at 01/01/2024                | 6,516,767,607         | 545,390,469                | 7,062,158,076         |
| Depreciation in year            | 596,311,158           | 100,368,822                | 696,679,980           |
| <b>As at 31/12/2024</b>         | <b>7,113,078,765</b>  | <b>645,759,291</b>         | <b>7,758,838,056</b>  |
| <b>NET BOOK VALUE</b>           |                       |                            |                       |
| As at 01/01/2024                | 17,363,639,294        | 184,009,531                | 17,547,648,825        |
| <b>As at 31/12/2024</b>         | <b>16,767,328,136</b> | <b>83,640,709</b>          | <b>16,850,968,845</b> |

**5.11 Construction in progress**

|                                  | 01/01/2024<br>VND | Increase in year<br>VND | 31/12/2024<br>VND |
|----------------------------------|-------------------|-------------------------|-------------------|
| Environmental Permit Survey Cost | -                 | 61,775,000              | 61,775,000        |
|                                  | -                 | <b>61,775,000</b>       | <b>61,775,000</b> |



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***5.12 Deferred income tax assets**

|  | 01/01/2024<br>VND  | Recorded in the<br>income<br>statement<br>VND | 31/12/2024<br>VND  |
|--|--------------------|---|--------------------|
| Deferred tax assets relating to deductible temporary differences |                    |   |                    |
| - Provision for inventories                                      | 170,399,146        | (54,540,215)                                  | 115,858,931        |
| - Provision for bad debts  | 19,822,578         | 3,549,537                                     | 23,372,115         |
| - Unrealized profits in inventories                              | 139,822,468        | 189,215,944                                   | 329,038,412        |
|  | <b>330,044,192</b> | <b>138,225,266</b>                            | <b>468,269,458</b> |

**5.13 Trade accounts payable**

|  | 31/12/2024            |                              | 01/01/2024            |                              |
|--|-----------------------|------------------------------|-----------------------|------------------------------|
|  | Amount<br>VND         | Payment<br>capability<br>VND | Amount<br>VND         | Payment<br>capability<br>VND |
| <b>Trade payables - related parties</b>                    |                       |                              |                       |                              |
| Minh Luan Precision Mechanical Company Limited             | 68,640,000            | 68,640,000                   | 72,930,000            | 72,930,000                   |
| Tuyen Hiep Company Limited                                 | -                     | -                            | 15,837,120            | 15,837,120                   |
| <b>Trade payables - other parties</b>                      |                       |                              |                       |                              |
| Tan Thanh Packaging Company Limited                        | 1,695,616,077         | 1,695,616,077                | 2,167,344,211         | 2,167,344,211                |
| Phuc Dan International Pharmaceutical Trading Corporation  | 1,942,729,175         | 1,942,729,175                | -                     | -                            |
| Branch of Glandcore Company Limited                        | 1,635,842,775         | 1,635,842,775                | 432,600,000           | 432,600,000                  |
| Benovas Pharmaceutical Joint Stock Company                 | 607,273,200           | 607,273,200                  | 1,251,566,640         | 1,251,566,640                |
| Chemico - Pharmaceutical No1 Joint Stock Company           | 759,345,810           | 759,345,810                  | 1,108,825,950         | 1,108,825,950                |
| Southern International Pharma-Chemical Joint Stock Company | 553,992,300           | 553,992,300                  | 1,033,487,900         | 1,033,487,900                |
| Other suppliers  | 6,238,726,026         | 6,238,726,026                | 5,605,570,229         | 5,605,570,229                |
|  | <b>13,502,165,363</b> | <b>13,502,165,363</b>        | <b>11,688,162,050</b> | <b>11,688,162,050</b>        |

**5.14 Short-term advance from customers**

|  | 31/12/2024<br>VND    | 01/01/2024<br>VND    |
|--|----------------------|----------------------|
| <b>Advances from other customers</b>         |                      |                      |
| Medbolide Pharmaceutical Joint Stock Company | 1,320,990,044        | 2,668,826,970        |
| Thang Long Pharmaceutical Company Limited    | 1,000,000,000        | -                    |
| Other customers                              | 2,424,096,208        | 2,086,496,965        |
|  | <b>4,745,086,252</b> | <b>4,755,323,935</b> |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***5.15 Taxes and receivables, payables to State budget**

|                          | 01/01/2024           |                    | Transaction in year   |                             | 31/12/2024           |                    |
|--------------------------|----------------------|--------------------|-----------------------|-----------------------------|----------------------|--------------------|
|                          | Payables<br>VND      | Receivables<br>VND | Payables<br>VND       | Paid/<br>Deductibles<br>VND | Payables<br>VND      | Receivables<br>VND |
| VAT on domestic goods    | 190,314,622          | -                  | 11,990,604,089        | (12,014,172,079)            | 166,746,632          | -                  |
| VAT on import goods      | -                    | -                  | 586,400,915           | (595,238,415)               | -                    | 8,837,500          |
| Import tax               | -                    | -                  | 140,713,264           | (140,713,264)               | -                    | -                  |
| Corporate income tax     | 1,270,536,169        | -                  | 4,589,569,518         | (4,456,331,785)             | 1,403,773,902        | -                  |
| Personal income tax      | 105,893,954          | -                  | 965,639,679           | (961,574,858)               | 109,958,775          | -                  |
| Housing tax, land rental | -                    | 87,462,316         | 296,666,579           | (213,194,945)               | -                    | 3,990,682          |
| Other taxes              | -                    | -                  | 20,000,000            | (20,000,000)                | -                    | -                  |
|                          | <b>1,566,744,745</b> | <b>87,462,316</b>  | <b>18,589,594,044</b> | <b>(18,401,225,346)</b>     | <b>1,680,479,309</b> | <b>12,828,182</b>  |

*Value-added tax*

The Parent Company and subsidiary declares value-added tax by deduction method. VAT rates for domestic goods are 5%, 8% and 10%.

*Corporate income tax*

Corporate income tax ("CIT") payable in year is estimated as follows:

|  | 2024<br>VND           | 2023<br>VND           |
|--|-----------------------|-----------------------|
| Accounting profit before tax                               | 21,810,490,885        | 24,588,146,115        |
| Adjusted in accounting profit to determine taxable profit: |                       |                       |
| Increase adjustments                                       | 2,971,051             | 84,870,609            |
| Unrealized profits in inventories                          | 946,079,723           | (576,742,605)         |
| <b>Assessable income</b>                                   | <b>22,759,541,659</b> | <b>24,096,274,119</b> |
| CIT rate   | 20%                   | 20%                   |
| <b>CIT payable</b>   | <b>4,551,908,332</b>  | <b>4,819,254,824</b>  |
| Adjustment of CIT from previous years                      | 37,661,186            | (477,737,424)         |
| <b>Current CIT expenses</b>                                | <b>4,589,569,518</b>  | <b>4,341,517,400</b>  |

The Parent Company and subsidiary are obliged to pay tax at the normal rate of 20% of taxable income.

*Other taxes*

The Parent Company and subsidiary declares and pays other taxes in accordance to current regulations.

**5.16 Short-term accrued expenses**

|                        | 31/12/2024<br>VND  | 01/01/2024<br>VND  |
|------------------------|--------------------|--------------------|
| Electricity expense    | 110,029,442        | 67,753,867         |
| Toxic allowance        | 40,020,000         | 38,431,022         |
| Promotion expenses     | 254,064,000        | 285,725,800        |
| Other accrued expenses | 74,603,729         | 68,172,206         |
|                        | <b>478,717,171</b> | <b>460,082,895</b> |



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***5.17 Other short-term, long-term payables****5.17.1 Other short-term, long-term payables**

|   | 31/12/2024<br>VND  | 01/01/2024<br>VND  |
|---|--------------------|--------------------|
| <b>Other payables - related parties</b> |                    |                    |
| Dividend payables                       | 692,383,111        | 574,644,461        |
| <b>Other payables - other parties</b>   |                    |                    |
| Trade union funds                       | 75,573,210         | 46,349,900         |
| Consulting contract payables            | 31,000,000         | 25,560,000         |
| Other payables                          | 4,532,000          | 9,330,276          |
|   | <b>803,488,321</b> | <b>655,884,637</b> |

**5.17.2 Other long-term payables**

|                                       | 31/12/2024<br>VND  | 01/01/2024<br>VND  |
|---------------------------------------|--------------------|--------------------|
| <b>Other payables - other parties</b> |                    |                    |
| Deposit received                      | 217,000,000        | 225,000,000        |
|                                       | <b>217,000,000</b> | <b>225,000,000</b> |

**5.18 Bonus and welfare funds**

|                        | 01/01/2024<br>VND    | Increase in<br>year<br>VND | Paid in<br>year<br>VND | 31/12/2024<br>VND    |
|------------------------|----------------------|----------------------------|------------------------|----------------------|
| Bonus and welfare fund | 5,763,431,374        | 1,811,601,041              | (1,226,240,121)        | 6,348,792,294        |
|                        | <b>5,763,431,374</b> | <b>1,811,601,041</b>       | <b>(1,226,240,121)</b> | <b>6,348,792,294</b> |

**5.19 Owner's equity****5.19.1 Owner's equity movements**

|  | Owners'<br>invested capital<br>VND | Capital surplus<br>VND | Investment and<br>development<br>fund<br>VND | Retained<br>earnings<br>VND | Total<br>VND           |
|--|------------------------------------|------------------------|--|-----------------------------|------------------------|
| As at 01/01/2023                                 | 87,999,910,000                     | 2,205,500,000          | 8,372,925,563                                | 25,974,303,228              | 124,552,638,791        |
| Profit in year                                   | -                                  | -                      | -  | 20,101,967,280              | 20,101,967,280         |
| Deduction for Investment<br>and development fund | -                                  | -                      | 982,028,660                                  | (982,028,660)               | -                      |
| Deduction for Bonus and<br>welfare funds         | -                                  | -                      | -  | (1,964,057,320)             | (1,964,057,320)        |
| Dividends distribution                           | -                                  | -                      | -  | (12,319,987,400)            | (12,319,987,400)       |
| <b>As at 31/12/2023</b>                          | <b>87,999,910,000</b>              | <b>2,205,500,000</b>   | <b>9,354,954,223</b>                         | <b>30,810,197,128</b>       | <b>130,370,561,351</b> |
| As at 01/01/2024                                 | 87,999,910,000                     | 2,205,500,000          | 9,354,954,223                                | 30,810,197,128              | 130,370,561,351        |
| Profit in year                                   | -                                  | -                      | -  | 17,359,146,633              | 17,359,146,633         |
| Deduction for Investment<br>and development fund | -                                  | -                      | 905,800,521                                  | (905,800,521)               | -                      |
| Deduction for Bonus and<br>welfare funds         | -                                  | -                      | -  | (1,811,601,041)             | (1,811,601,041)        |
| Dividends distribution                           | -                                  | -                      | -  | (10,559,989,200)            | (10,559,989,200)       |
| <b>As at 31/12/2024</b>                          | <b>87,999,910,000</b>              | <b>2,205,500,000</b>   | <b>10,260,754,744</b>                        | <b>34,891,952,999</b>       | <b>135,358,117,743</b> |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***5.19.2 Detail of owner's invested equity**

According to the Parent Company's the Business Registration Certificate (amended), Charter capital of the Parent Company is VND 87,999,910,000. As at 31 December 2024, the Parent Company's Charter capital was fully contributed as follows:

|                    | 31/12/2024       |                       |               | 01/01/2024       |                       |               |
|--------------------|------------------|-----------------------|---------------|------------------|-----------------------|---------------|
|                    | Shares           | Value<br>VND          | Rate<br>%     | Shares           | Value<br>VND          | Rate<br>%     |
| Mr. Thai Nha Ngon  | 4,044,580        | 40,445,800,000        | 45.96         | 4,044,580        | 40,445,800,000        | 45.96         |
| Ms. Le Thanh Truc  | 1,194,276        | 11,942,760,000        | 13.57         | 1,194,276        | 11,942,760,000        | 13.57         |
| Mr. Ho Vinh Hien   | 270,290          | 2,702,900,000         | 3.07          | 270,290          | 2,702,900,000         | 3.07          |
| Other shareholders | 3,290,845        | 32,908,450,000        | 37.40         | 3,290,845        | 32,908,450,000        | 37.40         |
|                    | <b>8,799,991</b> | <b>87,999,910,000</b> | <b>100.00</b> | <b>8,799,991</b> | <b>87,999,910,000</b> | <b>100.00</b> |

**5.19.3 Shares**

|                                     | 31/12/2024<br>Share | 01/01/2024<br>Share |
|-------------------------------------|---------------------|---------------------|
| Number of issued registered shares  | 8,799,991           | 8,799,991           |
| Number of shares sold to the public | 8,799,991           | 8,799,991           |
| Common shares                       | 8,799,991           | 8,799,991           |
| Preferred shares                    | -                   | -                   |
| Number of repurchased shares        | -                   | -                   |
| Common shares                       | -                   | -                   |
| Preferred shares                    | -                   | -                   |
| Number of shares in circulation     | 8,799,991           | 8,799,991           |
| Common shares                       | 8,799,991           | 8,799,991           |
| Preferred shares                    | -                   | -                   |

Par value of shares in circulation: VND 10,000/ share.

**5.19.4 Profit distribution**

In the year, the Corporation distributed dividends according to the Resolution of the Annual General Meeting of Shareholders No. 01/NQ-DHDCD.PP dated 19 April 2024 with the value of 12% par value.

In addition, the Corporation temporarily distributed profit of 2024 according to the Resolution of the Annual General Meeting of Shareholders No. 01/NQ-DHDCD.PP dated 19 April 2024 as follows:

|  | VND             |
|--|-----------------|
| - Deduct 5% from retained earnings of 2024 for Investment and development fund | : 905,800,521   |
| - Deduct 10% from retained earnings of 2024 for Bonus and welfare funds        | : 1,811,601,041 |

**5.20 Off-consolidated balance sheet items****Operating lease assets**

The total future minimum lease payments under non-cancellable operating leases over the following terms are as follows:

|                         | 31/12/2024<br>VND  | 01/01/2024<br>VND  |
|-------------------------|--------------------|--------------------|
| No more than 1 year     | 386,850,816        | 386,850,816        |
| Above 1 year to 5 years | -                  | 386,850,816        |
|                         | <b>386,850,816</b> | <b>773,701,632</b> |

The above operating lease payments include:



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For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

Total lease rental for 4 booths with an area of 192 m<sup>2</sup> at No. L4 + L5 + L6 + L7 located in the Pharmaceutical and Medical Equipment Trade Center of Muoi Trading Service Collect Corporation, No. 134/1 To Hien Thanh, Ward 15, District 10, Ho Chi Minh City for the purpose of trading in pharmaceutical and medical equipment. The lease contract has a term from 01 July 2014 to 31 December 2025. The booth rental and service fees are adjusted according to Contract Appendix No. L4/2022/PLHD-MB dated 31 December 2021.

**6. ADDITIONAL INFORMATION FOR ITEMS SHOWN IN THE CONSOLIDATED INCOME STATEMENT****6.1 Revenues from sale of goods and rendering of services****6.1.1 Net revenues from sale of goods and rendering of services**

|                                     | 2024<br>VND            | 2023<br>VND            |
|-------------------------------------|------------------------|------------------------|
| Revenue from sale of goods          | 72,001,043,625         | 79,074,765,777         |
| Revenue from sale of finished goods | 66,062,137,406         | 73,339,849,379         |
| Revenue from rendering service      | 20,000,000             | 82,552,000             |
|                                     | <b>138,083,181,031</b> | <b>152,497,167,156</b> |
| Sale deductions:                    |                        |                        |
| - Trade deduction                   | (158,167,928)          | (110,317,924)          |
| - Sale returns                      | (377,150,566)          | (214,915,496)          |
| <b>Net revenues</b>                 | <b>137,547,862,537</b> | <b>152,171,933,736</b> |

**6.1.2 Revenue from sale of goods and rendering of services to related parties**

|  | 2024<br>VND           | 2023<br>VND           |
|--|-----------------------|-----------------------|
| <b>Sale of goods</b>                       |                       |                       |
| - Unite Pharmaceutical Joint Stock Company | 3,892,804,483         | 3,194,289,583         |
| - An Medicol Pharma Company Limited        | 11,067,900,970        | 13,060,168,150        |
| <b>Sale deductions</b>                     |                       |                       |
| - Unite Pharmaceutical Joint Stock Company | (354,222)             | -                     |
| - An Medicol Pharma Company Limited        | (305,030,000)         | (7,812,000)           |
| <b>Net revenues</b>                        | <b>14,655,321,231</b> | <b>16,246,645,733</b> |

**6.2 Cost of sales**

|  | 2024<br>VND           | 2023<br>VND            |
|--|-----------------------|------------------------|
| Cost of goods sold                       | 47,234,058,541        | 36,694,055,327         |
| Cost of finished goods sold              | 43,753,345,489        | 66,302,370,018         |
| Provision for devaluation of inventories | 156,234,471           | 19,207,419             |
|  | <b>91,143,638,501</b> | <b>103,015,632,764</b> |

**6.3 Financial income**

|                            | 2024<br>VND          | 2023<br>VND          |
|----------------------------|----------------------|----------------------|
| Interest from bank deposit | 1,389,794,403        | 1,327,427,429        |
| Foreign exchange gain      | 769,500              | -                    |
|                            | <b>1,390,563,903</b> | <b>1,327,427,429</b> |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***6.4 Financial expenses**

|                          | <b>2024</b>       | <b>2023</b>      |
|--------------------------|-------------------|------------------|
|                          | VND               | VND              |
| Foreign exchange loss    | 1,732,800         | 1,458,000        |
| Other financial expenses | 31,863,269        | 8,234,003        |
|                          | <b>33,596,069</b> | <b>9,692,003</b> |

**6.5 Selling expenses**

|                                 | <b>2024</b>           | <b>2023</b>           |
|---------------------------------|-----------------------|-----------------------|
|                                 | VND                   | VND                   |
| Labor expenses                  | 10,357,082,251        | 10,347,542,028        |
| Material and packaging expenses | 17,716,717            | 46,318,147            |
| Tools and equipment expenses    | 25,033,276            | 66,002,366            |
| Depreciation expenses           | 55,571,848            | 80,636,216            |
| Fuel expenses                   | 74,018,748            | 81,922,598            |
| Transportation expenses         | 595,788,803           | 308,056,614           |
| Leasing expenses                | 411,360,986           | 385,519,560           |
| Promotion expenses              | 490,394,473           | 285,725,800           |
| Other selling expenses          | 1,339,847,504         | 1,751,939,758         |
|                                 | <b>13,366,814,606</b> | <b>13,353,663,087</b> |

**6.6 General and administration expenses**

|   | <b>2024</b>           | <b>2023</b>           |
|---|-----------------------|-----------------------|
|   | VND                   | VND                   |
| Labor expenses                            | 7,817,352,255         | 7,461,762,868         |
| Tools and equipment expenses              | 465,183,694           | 405,114,097           |
| Depreciation expenses                     | 138,526,533           | 155,704,966           |
| Tax and fees                              | 316,666,581           | 234,204,258           |
| Provision expenses                        | 29,571,015            | 5,628,605             |
| Security expenses                         | 411,000,000           | 400,800,000           |
| Drug registration expenses                | 250,500,000           | 259,287,143           |
| Other general and administration expenses | 3,353,125,737         | 3,769,885,013         |
|   | <b>12,781,925,815</b> | <b>12,692,386,950</b> |

**6.7 Other income**

|                                    | <b>2024</b>        | <b>2023</b>        |
|------------------------------------|--------------------|--------------------|
|                                    | VND                | VND                |
| Gain from disposal of fixed assets | 22,354,000         | 936,000            |
| Other incomes                      | 180,285,166        | 249,541,447        |
|                                    | <b>202,639,166</b> | <b>250,477,447</b> |

**6.8 Other expenses**

|   | <b>2024</b>      | <b>2023</b>       |
|---|------------------|-------------------|
|   | VND              | VND               |
| Late tax payment penalties, administrative fines, tax arrears | 427,779          | 84,877,972        |
| Other expenses  | 4,171,951        | 5,439,721         |
|   | <b>4,599,730</b> | <b>90,317,693</b> |



**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.***6.9 Basic earnings per share**

The calculation of basic earnings per share attributable to shareholders holding common shares of the Parent Company are made on the basis of the following data:

|  |           | 2024                  | 2023                  |
|--|-----------|-----------------------|-----------------------|
| Profit for the year attributable to shareholders holding common shares of the Parent Company | VND       | 17,359,146,633        | 20,101,967,280        |
| Deduction: bonus and welfare funds   | VND       | (1,811,601,041)       | (1,964,057,320)       |
| <b>Profit to calculate EPS</b>   | VND       | <b>15,547,545,592</b> | <b>18,137,909,960</b> |
| Outstanding common shares on average during the year   | share     | 8,799,991             | 8,799,991             |
| <b>Earnings per share</b>  | VND/share | <b>1,767</b>          | <b>2,061</b>          |

Outstanding common shares on average during the year is calculated as follows:

|  | 2024<br>Shares   |
|--|------------------|
| Outstanding common shares at the beginning of the year | 8,799,991        |
| Impact from issuance of common shares                  | -                |
| Outstanding common shares on average during the year   | <b>8,799,991</b> |

**6.10 Production and business costs by element**

|                           | 2024<br>VND            | 2023<br>VND            |
|---------------------------|------------------------|------------------------|
| Raw materials expenses    | 60,424,260,409         | 64,694,870,000         |
| Labor expenses            | 32,923,052,258         | 32,514,485,100         |
| Depreciation expenses     | 4,212,501,914          | 4,816,035,337          |
| External service expenses | 5,334,233,905          | 4,417,175,387          |
| Other expenses            | 6,757,271,001          | 7,485,682,206          |
|                           | <b>109,651,319,487</b> | <b>113,928,248,030</b> |

**7. FINANCIAL INSTRUMENTS**

The Corporation has financial assets such as customer receivables and other receivables, cash and short-term deposits that occur directly from the operations of the Corporation. Financial liabilities of the Corporation mainly include loans, payables to suppliers and other payables. The main purpose of these financial liabilities is to mobilize financial resources to serve the activities of the Corporation.

The Corporation has market risk, credit risk and liquidity risk.

Operational risk management is indispensable operations for the entire operations of the Corporation. The Corporation has developed control system to ensure balance between the extent reasonable costs incurred when risk and risk management costs. The Corporation has not implemented measures to prevent this risk due to lack of a market to purchase financial instruments.

The General Director considered and uniformly applies policies to manage each of these risks are summarized below:

**i. Market risk**

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk has four types of risk: interest rate risk, currency risk, goods price risk and other price risk, such as equity price risk.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

### *Interest rate risk*

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Market risk for changes in interest rates of the Corporation primarily relating to cash, short term deposits, and loans of the Corporation.

The Corporation is managing interest rate risk by analyzing the competitive situation in the market to acquire beneficial interest for the purposes of the Corporation and remain within the limits of their risk management.

### *Foreign currency risk*

Foreign currency risk is the risk that the fair value of the future cash flows of a financial instrument will fluctuate because of changes in exchange rates. The Corporation bears the risk of changes in exchange rates, which are directly related to the business operations of the Corporation.

### *Stock price risk*

The shares held by the Corporation are affected by market risks arising from uncertainty about the future value of the investment shares. The Corporation manages stock price risk by setting investment limits. The General Director of the Parent Company also reviews and approves investment decisions in shares. The Parent Company considers the share price risk to be negligible.

## **ii. Credit risk**

Credit risk is the risk that one party of a financial instrument or contract not performing its obligations, resulting in financial losses. The Corporation has credit risk from its operating activities (primarily for trade receivables account), and from its financial activities, including bank deposits and other financial instruments.

### *Trade receivables*

The Corporation regularly monitors the receivables, which is not yet collected. For big customers, the Corporation considered the decline in the credit quality of each customer at the reporting date. The Corporation seeks the way to remained the tight control of the receivables and arranging credit control staff to minimize credit risk. On this basis and the trade receivables of the Corporation related to many different customers, credit risk is not significantly concentrated in a certain customer.

### *Cash in bank*

The Corporation mainly maintains deposit balances at banks, which is well known in Vietnam. Credit risk of the deposit balances at banks is managed by the treasury department of the Corporation under the policies of the Corporation. The maximum credit risk of the Corporation for the items on the balance sheet at the end of the financial year is the value book as presented in Note 5.1. The Corporation found that the level of concentration of credit risk on bank deposits is low.

## **iii. Liquidity risk**

Liquidity risk is the risk that the Corporation will encounter difficulties in implementing their financial obligations due to lack of funds. Liquidity risk of the Corporation mainly arising from financial assets and financial liabilities with maturity mismatches.



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

The Corporation minimizes the liquidity risk by maintaining an amount of cash and cash equivalents and bank loans at a level that the General Director supposes it is sufficient to meet the Corporation's operations and minimize the risks due to the volatility of cash flows.

The table below summarizes the maturity of the financial liabilities of the Corporation based on expected payments on undiscounted basic contracts:

|                               | Less than 1 year<br>VND | From 1 to 5 years<br>VND | Total<br>VND          |
|-------------------------------|-------------------------|--------------------------|-----------------------|
| <b>As at 31 December 2024</b> |                         |                          |                       |
| Trade payables                | 13,433,525,363          | -                        | 13,433,525,363        |
| Accrued expenses              | 478,717,171             | -                        | 478,717,171           |
| Other payables                | 35,532,000              | -                        | 35,532,000            |
| Payables to related parties   | 761,023,111             | -                        | 761,023,111           |
| Deposits received             | -                       | 217,000,000              | 217,000,000           |
|                               | <b>14,708,797,645</b>   | <b>217,000,000</b>       | <b>14,925,797,645</b> |
| <b>As at 01 January 2024</b>  |                         |                          |                       |
| Trade payables                | 11,599,394,930          | -                        | 11,599,394,930        |
| Accrued expenses              | 460,082,895             | -                        | 460,082,895           |
| Other payables                | 34,890,276              | -                        | 34,890,276            |
| Payables to related parties   | 663,411,581             | -                        | 663,411,581           |
| Deposits received             | -                       | 225,000,000              | 225,000,000           |
|                               | <b>12,757,779,682</b>   | <b>225,000,000</b>       | <b>12,982,779,682</b> |

The Corporation considered that the level of concentration risk to the repayment is low. The Corporation has sufficient access to the necessary capital.

### Collaterals

The Corporation holds collateral of another party as at 31 December 2024 and 01 January 2024 (see Note 5.17).

### iv. Fair value

(1) Compare fair value and book value

The following table showing the financial assets and financial liabilities of the Corporation :

|  | Book value            |                       | Fair value (*)        |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
|  | 31/12/2024            | 01/01/2024            | 31/12/2024            | 01/01/2024            |
|  | VND                   | VND                   | VND                   | VND                   |
| <b>Financial assets</b>  |                       |                       |                       |                       |
| Held-to-maturity investments   | 31,108,072,981        | 23,562,811,839        | 31,108,072,981        | 23,562,811,839        |
| Receivables  |                       |                       | -                     |                       |
| Trade receivables  | 10,219,570,261        | 11,947,046,873        | 10,102,709,687        | 11,847,933,986        |
| Receivables from related parties   | 991,129,324           | 1,339,759,461         | 991,129,324           | 1,339,759,461         |
| Other receivables  | 815,794,205           | 1,001,185,833         | 815,794,205           | 1,001,185,833         |
| Financial assets available for sale                                      |                       |                       |                       |                       |
| Cash and cash equivalents  | 8,876,231,902         | 8,481,639,139         | 8,876,231,902         | 8,481,639,139         |
|  | <b>52,010,798,673</b> | <b>46,332,443,145</b> | <b>51,893,938,099</b> | <b>46,233,330,258</b> |
| <b>Financial liabilities</b>   |                       |                       |                       |                       |
| Financial liabilities are determined according to the distribution value |                       |                       |                       |                       |
| Payables to related parties  | 761,023,111           | 663,411,581           | 761,023,111           | 663,411,581           |
| Trade payables   | 13,433,525,363        | 11,599,394,930        | 13,433,525,363        | 11,599,394,930        |
| Accrued expenses   | 478,717,171           | 460,082,895           | 478,717,171           | 460,082,895           |
| Other payables   | 35,532,000            | 34,890,276            | 35,532,000            | 34,890,276            |
| Deposits received  | 217,000,000           | 225,000,000           | 217,000,000           | 225,000,000           |
|  | <b>14,925,797,645</b> | <b>12,982,779,682</b> | <b>14,925,797,645</b> | <b>12,982,779,682</b> |

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

- (\*) The Corporation has not revaluated its financial assets and financial liabilities at their fair values as at 31 December 2024 and 01 January 2024. However, the General Director believes that the fair value of these financial assets and liabilities is not significantly different from their carrying amounts as at the balance sheet date.

*(2) Basis of determining fair value*

**Accounts receivable and other receivables**

The fair value of accounts receivables and other receivables, excluding accounts receivable and payable under the scheduled progress of construction contracts, is estimated based on the present value of cash flows future, discounted at market interest rates at the report date. The fair value of these instruments is determined only intended disclosures.

**Non-derivative financial liabilities**

Fair value, measured for disclosure purposes only, is calculated based on the present value of future cash flows to pay principal and interest, discounted at market rates at the balance sheet date.

**v. Hedging**

The Corporation does not apply a hedging accounting policy.

**8. OTHER INFORMATION**

**8.1 Transactions and balances with related parties**

The related parties with the Corporation include key members of management, the individuals involved with key members and other related parties.

**8.1.1 Transactions and balances with key management members and individuals involved with key management members**

Key management members include: members of the Board of Directors and the General Director. Individuals related to key members are close family members of key management members.

**Transactions and balances with key management members and individuals involved with key management members**

The Corporation does not have any transactions relating to sales and providing services to key management members and individuals related to key management members.

Other transactions with key management members during the year were as follows:

|                                   | 2024<br>VND   | 2023<br>VND   |
|-----------------------------------|---------------|---------------|
| <b>The Board of Directors</b>     |               |               |
| Ms. Le Thanh Truc – Chairwoman    |               |               |
| Dividends distributed             | 1,433,131,200 | 1,339,800,000 |
| Mr. Thai Nha Ngon – Vice Chairman |               |               |
| Dividends distributed             | 4,853,496,000 | 5,064,830,400 |



## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

For the fiscal year ended 31 December 2024

These notes form an integral part of and should be read in conjunction with the accompanying financial statements.

Remuneration paid to key managers was as follow:

|   | 2024<br>VND          | 2023<br>VND          |
|---|----------------------|----------------------|
| <b>Remuneration, salary, bonus and other income</b>   |                      |                      |
| <b>The Board of Directors (excluding members concurrently holding the position of General Director)</b> |                      |                      |
| Ms. Le Thanh Truc   | 566,162,250          | 556,784,769          |
| Ms. Nguyen Thi Mai Nguyet   | 60,000,000           | 60,000,000           |
| Mr. Pho Nghia Van   | 60,000,000           | 60,000,000           |
| Ms. Pham Thi Thach Thao   | 306,763,868          | 289,695,897          |
| <b>The General Director</b>   |                      |                      |
| Mr. Thai Nha Ngon   | 758,137,500          | 759,982,769          |
| <b>Chief Accountant</b>   |                      |                      |
| Ms. Nguyen Thi Anh Chi  | 616,592,394          | 587,744,506          |
| <b>The Board of Supervisors</b>   |                      |                      |
| Ms. Nguyen Hoang Ngoc Chau  | 60,000,000           | -                    |
| Ms. Pham Thi Minh Tam   | 48,000,000           | 48,000,000           |
| Mr. Nguyen Van Chac   | 410,173,245          | 405,344,209          |
|   | <b>2,885,829,257</b> | <b>2,767,552,150</b> |

### 8.1.2 Transactions and balances with other related parties

*Transactions with other related parties*

Transactions with other related parties in year are as follows:

| Related parties                                       | Transaction                   | 2024<br>VND    | 2023<br>VND    |
|---|-------------------------------|----------------|----------------|
| <b>Unite Pharmaceutical Joint Stock Company</b>       |                               |                |                |
|   | Sales and services rendered   | 3,892,804,483  | 3,194,289,583  |
|   | Return of goods sold          | 354,222        | -              |
| <b>An Medicol Pharma Company Limited</b>              |                               |                |                |
|   | Sales and services rendered   | 11,067,900,970 | 13,060,168,150 |
|   | Return of goods sold          | 305,030,000    | 7,812,000      |
| <b>Minh Luan Precision Mechanical Company Limited</b> |                               |                |                |
|   | Sales and services rendered   | 92,900,000     | 83,910,000     |
| <b>Tuyen Hiep Company Limited</b>                     |                               |                |                |
|   | Sales and services rendered   | 3,676,135      | -              |
|   | Purchasing goods and services | 143,821,000    | 53,007,000     |

*Balance with related parties*

Balance with related parties are as follows:

| Related parties                          | Transaction       | 31/12/2024<br>VND | 01/01/2024<br>VND |
|--|-------------------|-------------------|-------------------|
| <b>An Medicol Pharma Company Limited</b> |                   |                   |                   |
|  | Trade receivables | 882,899,817       | 1,035,850,587     |

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**

For the fiscal year ended 31 December 2024

*These notes form an integral part of and should be read in conjunction with the accompanying financial statements.*

| Related parties                                       | Transaction       | 31/12/2024<br>VND | 01/01/2024<br>VND |
|---|-------------------|-------------------|-------------------|
| <b>Unite Pharmaceutical Joint Stock Company</b>       | Trade receivables | 108,229,507       | 303,908,874       |
| <b>Minh Luan Precision Mechanical Company Limited</b> | Trade payables    | 68,640,000        | 72,930,000        |
| <b>Tuyen Hiep Company Limited</b>                     | Trade payables    | -                 | 15,837,120        |


**8.2 Segment information**

Segment information is presented by business segment and geographical area. The primary segment reporting is by geographical area based on the Corporation's internal organizational and management structure and internal financial reporting system.

We do not present Segment Reporting in the financial statements because the General Director has assessed and concluded that the Corporation does not have more than one segment (both business segment and geographical area) to report in accordance with the regulations of the Accounting Standards. The Corporation is currently operating mainly in a single field, which is the production and trading of pharmaceuticals in a single geographical area, which is Vietnam.

**8.3 Events subsequent to the balance sheet date**

There have been no significant events occurring after the balance sheet date (31 December 2024) to the date of this report, which would require adjustments or disclosures to be made in the financial statements.

  
**HO THUY QUYNH NHU**  
Preparer

  
**NGUYEN THI ANH CHI**  
Chief Accountant

  
**THAI NHA NGON**  
General Director  
Ho Chi Minh City, 27 March 2025