



**REPORT**  
**PRODUCTION AND BUSINESS RESULTS IN 2024**  
**AND PRODUCTION AND BUSINESS PLAN IN 2025**

**To: General Meeting of Shareholders of Hanoi CPC1 Pharmaceutical JSC**

The Board of Directors of the Company reported to the General Meeting of Shareholders the results of production and business activities in 2024 and the production and business plan in 2025 as follows:

**I. Financial Results:**

Unit: đồng

Quota	Indicator code	Year 2024	Year 2023
1. Revenue from sales and provision of services	01	1.295.750.110.212	1.115.576.290.306
2. Turnover deductions	02	2.497.819.877	2.091.090.987
<b>3. Net revenue from sales and service provision (10 = 01 - 02)</b>	<b>10</b>	<b>1.293.252.290.335</b>	<b>1.113.485.199.319</b>
4. Cost of goods sold	11	612.508.303.148	501.640.316.408
<b>5. Gross profit on sales and service provision (20=10-11)</b>	<b>20</b>	<b>680.743.987.187</b>	<b>611.844.882.911</b>
6. Revenue from financial activities	21	3.167.719.961	1.197.769.146
7. Revenue from financial activities	22	7.766.770.939	10.101.923.142
- In which: Interest expense	23	5.813.362.358	8.981.360.213
8. Profits and losses in joint ventures and associates	24	-	
9. Cost of sales	25	374.447.862.401	331.105.212.763
10. Business management expenses	26	37.644.884.483	39.067.247.027
<b>11. Net profit from business activities {30=20+(21-22) + 24 - (25+26)}</b>	<b>30</b>	<b>264.052.189.325</b>	<b>232.768.269.125</b>
12. Other income	31	534.397.417	367.795.909
13. Other expenses	32	587.548.852	1.797.934.459
<b>14. Other Profits(40=31-32)</b>	<b>40</b>	<b>(53.151.435)</b>	<b>(1.430.138.550)</b>
<b>15. Total accounting profit before tax (50=30+40)</b>	<b>50</b>	<b>263.999.037.890</b>	<b>231.338.130.575</b>
16. Current CIT expenses	51	26.766.878.309	14.441.914.275
17. Deferred CIT expenses	52	-	-
<b>18. Profit after corporate income tax (60=50-51-52)</b>	<b>60</b>	<b>237.232.159.581</b>	<b>216.896.216.300</b>

Comparison of business results realized in 2024 compared to the plan is as follows:

In 2024	Implementation (copper)	Plan (VND)	Ratio of implementation compared to plan
Turnover	1.293.252.290.335	1.350.000.000.000	95,80%
Profit before tax	263.999.037.890	260.000.000.000	101,54%

**\*Overall Rating:**

The amended Law on Pharmacy was passed on November 21, 2024 and officially takes effect from July 1, 2025, opening up many opportunities but also challenges in expanding and changing the Company's business methods in the next phase.

**\* Highlights in 2024**

- **Market expansion:** The company has succeeded in expanding the market to new regions, especially the international market, contributing to the growth of export revenue.

- **Product diversification:** Launching many new pharmaceutical products, meeting the diverse needs of the market and improving competitiveness.

- **Digital transformation:** Applying information technology in management and operation, optimizing production and business processes.

- **Investment:** modern machinery and equipment system, investment in factory infrastructure towards meeting GMP-EU standards in order to create quality, modern and convenient products for consumers.

- **Diversification of business channels:** towards flexibility in the overall development strategy of the whole system.

## II. DIRECTIONS AND PLANS FOR 2025

### 1. Financial Goals

No	Quota	Implementation 2024 (VND)	Plan 2025 (VND)	Growth plan in 2025 compared to implementation in 2024
1	Total Revenue	1.293.252.290.335	1.550.000.000.000	19,85%
2	Profit before tax	263.999.037.890	290.000.000.000	9,85%

### 1. Development Strategy

- Completing procedures and standards for building factories that meet GMP – EU standards

1. **Invest in research and development (R&D):** Invest in research and development (R&D), Strengthen research and development of new products, especially high-tech and biopharmaceutical products.

2. **Expand export markets:** Continue to exploit and expand international markets, especially potential markets in Asia and Africa.



- **Nâng cao chất lượng sản phẩm:** Đảm bảo sản phẩm đạt tiêu chuẩn quốc tế, đáp ứng nhu cầu ngày càng cao của khách hàng.

- **Tối ưu hóa chi phí:** Áp dụng các biện pháp quản lý hiệu quả để giảm chi phí sản xuất và vận hành.

### **III. CONCLUDE**

In 2024, Hanoi CPC1 Pharmaceutical Joint Stock Company has achieved significant achievements, and at the same time faced many challenges. The Board of Directors is committed to continuing to make efforts and implement appropriate strategies to bring the Company sustainable development and bring benefits to shareholders.

Respect!

***Recipient:***

- General Meeting of Shareholders;
- Disclosure;
- Board of Directors, Board of Directors, Supervisory Board;
- Save VT to the Board of Directors.

**ON BEHALF OF THE EXECUTIVE BOARD  
GENERAL DIRECTOR**



**Nguyễn Thanh Bình**

