



VINAPHARM

**SET ON THE JOURNEY
TO FORM THE FUTURE**

**ANNUAL
REPORT
2024**

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Thông điệp của TỔNG GIÁM ĐỐC



Dear Valued Shareholders, Investors, Customers and all Staff,

The year 2024 has ended, marking a journey full of effort, innovation and robust adaptation of Vietnam Pharmaceutical Corporation - Joint Stock Company (Vinapharm) in the context of the macro economy in general and the pharmaceutical industry in particular continuing to experience many fluctuations, rapid shifts in consumer behavior, and increasing requirements for the quality of medical products and services. Vinapharm has been constantly affirming the bravery of an industry-leading enterprise - stability and flexibility and innovation for sustainable development.

Despite facing many difficulties, fierce competition from domestic and foreign businesses, along with stricter requirements for inspection standards, quality and transparency throughout the supply chain, with steadfastness, with a sustainable development strategy, taking "people - reputation - quality" as the focus, Vinapharm and companies having Vinapharm's capital contribution have gradually transformed and achieved positive results. Vinapharm's consolidated business results in 2024 recorded stable growth, reflecting improvements in the operating efficiency of member businesses.

Throughout the journey of construction and development, Vinapharm has always identified its core mission: "Joining hands for a healthy Vietnam". In 2024, besides its core business activities, Vinapharm continue to join hands in community programs such as sponsoring medicine to help overcome the consequences of Yagi Typhoon and contribute to ensuring aftermath healthcare for people; Charity work, supporting volunteer activities, local funds and participating in programs called and organized by the Ministry of Health, etc.

Given these outstanding achievements, Vinapharm is honored with prestigious awards by renown domestic and international organizations, recognizing achievements in the pharmaceutical industry and contributions to the community such as: 2024 Corporate Excellence Award by Asian Pacific Enterprise Award; Top 10 Reputable Pharmaceutical Distribution Companies in the Pharmaceutical & Medical Equipment and Health Care Industries in 2024 by Vietnam Report.

Vietnam is entering a new era, the "era of national advancement". To attain the double-digit growth, it requires businesses including Vinapharm to implement innovation, creativity, digital transformation, green transformation, entering the global market to create space for development. Entering 2025, in the context of Vietnam's economy continuing to integrate intensively and be subject to the regulation of the global economic situation, with the growth target of minimum 8% as directed by the Government, Vinapharm identifies four key focused objectives:

- Continue to implement the Vinapharm Restructuring Scheme for the period 2023 - 2027 approved by the General Meeting of Shareholders.

- Proactively and actively participate in the global supply chain, comprehensive and extensive international integration, effectively expanding relationships with international partners, especially pharmaceutical and biopharmaceutical corporations from Europe, the US and some countries in the region, aiming to seek opportunities to receive technology transfer, deploy the construction of pharmaceutical/biopharmaceutical factories in Vietnam and distribute high quality products in the Vietnam market.

- Promote comprehensive digitalization in practical operations of the Corporation and its subsidiaries; Apply high quality and technical standards and modern management models to contribute to creating sustainable and safe values for businesses.

- Along with digital transformation, green transformation is identified as a key factor and a breakthrough driving force to promote rapid growth, inclusive and sustainable development. Vinapharm is committed to pursuing a safe and sustainable development strategy, linking business growth with responsibility for environmental protection and positive contributions to the community.

On behalf of the Board of Management, I would like to respectfully express my gratitude to the Ministry of Health, the Drug Administration of Vietnam, and the State Capital Investment Corporation for your constant companionship, support and creating favorable conditions for Vinapharm to leverage its potential and position as the only pharmaceutical corporation with controlling capital contribution from a State-owned enterprise. Sincerely thank our Valued Shareholders, Investors, Customers, Partners, Board of Directors and the whole Staff for always trusting and accompanying us for a safe, sustainable and effective development of Vinapharm, "steadily entering the era of national advancement" with the country.

Best regards,

GENERAL DIRECTOR

Han Thi Khanh Vinh

GENERAL INFORMATION

- GENERAL INFORMATION
- DEVELOPMENT HISTORY
- BUSINESS AREAS
- ORGANIZATIONAL CHART
- MEMBER COMPANIES
- LEADERSHIP AND MANAGEMENT
- RISK FACTORS

OVERVIEW

VIETNAM PHARMACEUTICAL

Established in 1971, Vietnam Pharmaceutical Corporation (Vinapharm) is the only corporation in the Vietnamese pharmaceutical industry with controlling shares held by the Ministry of Health. Currently, Vinapharm has shares and contributed capital in 23 member companies. Over the past years, Vinapharm and its member companies have contributed significantly to the supply of pharmaceutical products for healthcare, medical examinations and treatment for the people.

GENERAL INFORMATION

VIETNAM PHARMACEUTICAL CORPORATION

Head office: 12 Ngo Tat To, Van Mieu - Quoc Tu Giam Ward, Dong Da District, Hanoi City.

Phone: 024.3844.3151

Fax: 024.3844.3665

Email: vinapharm@vinapharm.com.vn

Website: vinapharm.com.vn

Charter capital: VND 2,370 billion

VISION - MISSIONS CORE VALUES CORPORATE CULTURE

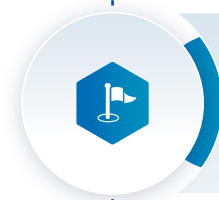
VISION



To become a leading Corporation in investment and distribution of pharmaceuticals, vaccines and bio-products in Vietnam and the region.

MISSIONS

FOR CLIENTS



To provide products and services of the highest quality and best technology in order to improve community health.

FOR STAKEHOLDERS



To be a reliable partner in areas of pharmaceuticals, vaccines and bio-products.

FOR MEMBER COMPANIES



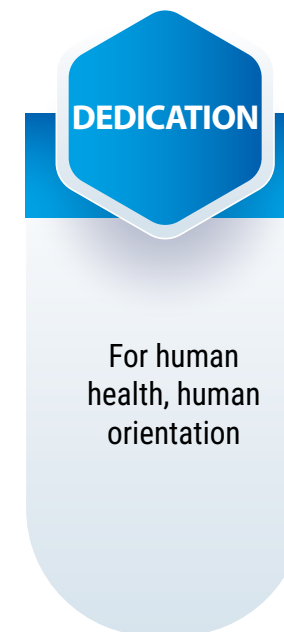
To promote cooperation spirit and mutual development, to commit to being a dynamic companion and shareholder of member companies.



CORE VALUES



CORPORATE CULTURE



DEVELOPMENT HISTORY

CHANGE OF TRANSACTION NAME

In 1982, the Pharmaceutical Corporation was renamed the Vietnam Union of Pharmaceutical Enterprises

1982

TRANSFORMATION TO ONE MEMBER LIMITED LIABILITY COMPANY

On June 30, 2010, the Minister of Health issued Decision No. 2335/QĐ-BYT transforming Vietnam Pharmaceutical Corporation into a State - owned One Member Limited Company, operating on a parent company - subsidiary model.

2010

REGISTRATION ON UPCOM TRADING PLATFORM

In 2017, Vietnam Pharmaceutical Corporation became a public company and registered a deposit at the Vietnam Securities Depository with a stock symbol of DVN.

On May 19, 2017, DVN shares were first traded on Upcom - Hanoi Stock Exchange.

2017

TRANSFERRING STATE OWNERSHIP REPRESENTATIVE RIGHTS AT VIETNAM PHARMACEUTICAL CORPORATION FROM MINISTRY OF HEALTH TO STATE CAPITAL INVESTMENT CORPORATION (SCIC)

2023

1971

ESTABLISHMENT OF THE PHARMACEUTICAL CORPORATION

Vietnam Pharmaceutical Corporation (VINAPHARM), formerly known as the Pharmaceutical Corporation, was first established in April, 1971 through the merge of 3 Departments under the Ministry of Health: the Department of Pharmaceutical Distribution, the Department of Pharmaceutical Materials and the Department of Pharmaceutical Production.

1996

ESTABLISHMENT OF VIETNAM PHARMACEUTICAL CORPORATION

In March 1996, the Minister of Health issued a decision to establish Vietnam Pharmaceutical Corporation, converted from the Vietnam Pharmaceutical Enterprises Union.

2016

EQUITIZATION

On November 27, 2016, Vietnam Pharmaceutical Corporation held its first Annual General Meeting and on December 8, 2016, officially operated as a joint stock company.

2022

VINAPHARM HONORED TO BE AWARDED THE FIRST CLASS LABOR MEDAL

BUSINESS LINES



FINANCIAL INVESTMENT



DISTRIBUTION OF DRUGS, VACCINES AND MEDICAL SUPPLIES



DRUG MANUFACTURING

FINANCIAL INVESTMENT



TOTAL CONSOLIDATED ASSETS
6.455.457.885.802 VND



CHARTER CAPITAL OF 23 MEMBER COMPANIES
7.057.144.200.000 VND



VALUE OF LONG-TERM INVESTMENTS
1.738.533.518.151 VND

DISTRIBUTION OF DRUGS, VACCINES AND MEDICAL SUPPLIES

The Corporation's distribution system is set up based on those of the Corporation's subsidiaries: CPC1, Codupha and Centeco US. Currently, the system has a total warehousing area of nearly 20,000 m², more than 1,000 employees and a large number of quality transportation vehicles. In combination with applying smart management softwares, the Corporation's distribution system has responded well to the requirements of small and large scale clients alike in terms of distribution capacity and technology, as well as conducting tenders for supplying drugs to hospitals with nationwide coverage.

Regions	Warehousing area (m ²)	No. of staff	Transportation vehicles (trucks, forklifts, refrigerated trucks)
Northern Region	7,530	347	22
Central Vietnam - Central Highlands	2,504	160	16
Southern Region	9,925	416	27
Total	19,959	923	65





ORGANIZATIONAL CHART

PRODUCTION OF DRUGS

The Corporation's member companies have focused on upgrading their production lines to meet strict international standards such as GMP-EU/PIC-s/Japan in order to increase access opportunities in the high-end segment, as well as exporting to fastidious markets.

Currently, the Corporation's member companies are able to produce most types of Generic drugs, some franchised original brand-name drugs of pharmaceutical companies around the world and Oriental herbal medicine.



ORGANIZATIONAL CHART



LEGEND:

— Direct
 - - - - - Coordinate

(*) **Department of Science & Technology:** Merged into Science -Technology Research and Development Center since 25 June 2024.

(**) **Pharmaceutical Science and Technology R&D Center:** Operation terminated since 03 July 2024.

(***) **Commercial Service Center for Pharmaceutical and Cosmetic Products - Vinapharm:** Operation terminated since 25 June 2024.

EMULATION TITLES AND AWARDS IN 2024



Asia Pacific Enterprise Awards –
Corporate Excellence Award 2024



Top 10 prestigious pharmaceutical
distribution companies in the
Pharmaceutical & Medical Equipment
and Healthcare sector in 2024



MEMBER COMPANIES



SUBSIDIARIES



NOTE:

- Headquarters
- Key business areas
- Charter capital
- Stock symbol
- Corporation's ownership rate



1. CODUPHA CENTRAL PHARMACEUTICAL JSC.



- 262L Le Van Sy, Ward 14, District 3, Ho Chi Minh City
- Pharmaceutical trading and services
- 182,700,000,000 Dong
- CDP
- 66.35%

Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	2,161.0	2,134.7	98.8%
Net revenue	3,064.0	3,208.7	104.7%
Profit from business activities	15.9	27.7	174.2%
Profit before tax	13.9	27.2	195.9%
Profit after tax	9.2	19.1	207.5%

GSP-standard warehouse



2. CENTRAL PHARMACEUTICAL CPC1 JSC.



- 87 Nguyen Van Troi, Thanh Xuan District, Hanoi City
- Pharmaceutical trading and services
- 209,790,000,000 Dong
- DP1
- 65.41%

Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	1,285.1	1,393.2	108.4%
Net revenue	2,158.4	2,025.7	93.9%
Profit from business activities	134.4	119.1	88.6%
Profit before tax	131.3	144.2	109.9%
Profit after tax	103.0	113.8	110.5%

GSP-standard warehouse





3. CENTRAL PHARMACEUTICAL NO.3 JSC. (CENTECO US)



- 115 Ngo Gia Tu, Hai Chau Ward, Hai Chau District, Danang City
- Pharmaceutical manufacturing and trading
- 17,500,000,000 Dong
- TW3
- 65.00%

Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	210.2	174.3	82.9%
Net revenue	347.7	255.8	73.5%
Profit from business activities	4.5	5.8	128.0%
Profit before tax	4.2	5.9	139.8%
Profit after tax	3.3	4.7	142.2%

Key products



Ceteco cenflu



Oresol Baby



Cenpadol 250

AFFILIATED COMPANIES


1. VIETNAM MEDICAL PRODUCTS IMPORT - EXPORT JSC.

- 138 Giang Vo, Kim Ma Ward, Ba Dinh District, Hanoi City
- Trading, importing and exporting pharmaceuticals, medical equipment, machinery, tools and supplies
- 20,051,000,000 Dong
- XNK
- 41.15%


Unit: VND Billion


Item	2023	2024	%2024/2023
Total asset value	171.4	232.1	135.4%
Net revenue	439.9	432.7	98.3%
Profit from business activities	4.4	5.3	121.6%
Profit before tax	5.2	5.3	100.7%
Profit after tax	4.1	4.2	101.5%

2. SANOFI - SYNTHELABO VIETNAM PHARMACEUTICAL JSC.

 Nexus Building, 3A-3B Ton Duc Thang, Ben Nghe Ward, District 1, Ho Chi Minh City

 SSV

 Manufacturing drugs and chemical pharmaceuticals

 29.99%

 77,467,000,000 Dong

Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	166.6	417.6	250.6%
Net revenue	-	-	-
Profit from business activities	(29.7)	6.5	-21.7%
Profit before tax	4.0	315.3	7818.7%
Profit after tax	(4.3)	252.2	-5868.7%


Hình ảnh công ty và nhà máy





3. CENTRAL PHARMACEUTICAL NO. 25 JSC.

 448B Nguyen Tat Thanh, Ward 18, District 4, Ho Chi Minh City

 UPH

 Manufacturing drugs, chemical pharmaceuticals and pharmaceutical materials

 28.43%

 132,946,410,000 Dong


Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	372.2	386.8	103.9%
Net revenue	140.1	130.6	93.2%
Profit from business activities	2.3	2.6	109.7%
Profit before tax	2.2	2.6	118.6%
Profit after tax	2.2	3.1	138.9%


4. DANAPHA PHARMACEUTICAL JSC.

 253 Dung Si Thanh Khe Street, Thanh Khe Tay Ward, Thanh Khe District, Da Nang City

 DANP

 Pharmaceutical manufacturing and trading

 26.45%

 209,380,000,000


Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	1,294.6	1,596.1	123.3%
Net revenue	576.1	564.7	98.0%
Profit from business activities	95.2	98.1	103.0%
Profit before tax	95.0	93.3	98.2%
Profit after tax	76.6	70.0	91.4%


5. DANAPHA-NANOSOME PHARMACEUTICAL JSC.

 253 Dung Si Thanh Khe Street, Thanh Khe Tay Ward, Thanh Khe District, Da Nang City

 DNSM

 Manufacturing drugs, chemical pharmaceuticals and pharmaceutical materials




 25.00%



 18,000,000,000 Dong

Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	4.2	4.2	99.2%
Net revenue	-	-	-
Profit from business activities	(0.3)	(0.3)	-
Profit before tax	(0.3)	(0.3)	-
Profit after tax	(0.3)	(0.3)	-

6. CENTRAL PHARMACEUTICAL NO.3 JSC. (FORIPHARM)




-  16 Le Dai Hanh, Minh Khai Ward, Hong Bang District, Hai Phong City
-  Manufacturing and trading drugs, commercial services
-  86,000,000,000 Dong


-  DP3
-  22.07%

Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	570.6	607.8	106.5%
Net revenue	409.7	417.5	101.9%
Profit from business activities	156.6	151.9	96.9%
Profit before tax	157.0	151.9	96.8%
Profit after tax	125.3	121.2	96.7%

7. IMEXPHARM CORPORATION

-  4, 30/4 Street, Ward 1, Cao Lanh City, Dong Thap Province
-  Manufacturing, trading, importing & exporting pharmaceuticals, medical tools and equipment
-  1,540,427,620,000 Dong

-  IMP
-  22.04%

Unit: VND Billion

Item	2023	2024	%2024/2023
Total asset value	2,392.6	2,504.8	104.7%
Net revenue	1,994.0	2,205.1	110.6%
Profit from business activities	374.4	403.3	107.7%
Profit before tax	377.3	404.2	107.1%
Profit after tax	299.6	320.9	107.1%

LEADERSHIP AND MANAGEMENT



BOARD OF DIRECTORS



Mr. Dinh Xuan Han

Chairman

- **Year of Birth:** 1969
- **Educational level:** Master's degree
- **Position in other organizations:**
 - Chairman of the Board of Directors of Central Pharmaceutical JSC No.3



Mr. Tran Duc Hung

Vice Chairman

- **Year of Birth:** 1976
- **Educational level:** Master's degree
- **Position in other organizations:**
 - (Mr. Tran Duc Hung has submitted a resignation from the position of Member of the Board of Directors from December 1, 2024)



Ms. Han Thi Khanh Vinh

**Member,
Deputy General Director**

- **Year of Birth:** 1975
- **Educational level:** Master's degree
- **Position in other organizations:**
 - Chairwoman of the Board of Directors at Central Pharmaceutical CPC1 JSC.
 - Member of the Board of Directors at Sanofi Vietnam Pharmaceutical JSC.
 - Member of the Board of Directors at Imexpharm Corporation.
 - Member of the Board of Directors at OPC Pharmaceutical JSC.



Mr. Do Manh Cuong

**Thành viên độc lập
HĐQT**

- **Year of Birth:** 1977
- **Educational level:** Master's degree
- **Position in other organizations:**
 - Deputy General Director of AASC Auditing Company Limited
 - Executive Director of AASC Consulting and Associates Company Limited



Mr. Tran Van Hai

Member

- **Year of Birth:** 1978
- **Educational level:** Master's degree
- **Position in other organizations:**
 - Deputy General Director of Capella Group JSC.

BOARD OF MANAGEMENT



Ms. Han Thi Khanh Vinh

**Member,
Deputy General Director**

- **Year of Birth:** 1975
- **Educational level:** Master's degree



Ms. Lu Thi Khanh Tran

Chief Accountant

- **Year of Birth:** 1979
- **Educational level:** Bachelor's degree

AUDIT COMMITTEE



Mr. Do Manh Cuong

**Independent BOD member,
Chairman of Audit Committee**

- **Year of Birth:** 1977
- **Educational level:** Master's degree



Mr. Tran Duc Hung

**Vice Chairman of BOD,
Audit Committee member**

- **Year of Birth:** 1976
- **Educational level:** Master's degree

CORPORATION SECRETARY



Ms. Ha Lan Anh

Corporation Secretary

- **Year of Birth:**1982
- **Educational level:** Master's degree



Ms. Nguyen Thuy Dung

Head of Internal Audit Department

- **Year of Birth:**1985
- **Educational level:** Bachelor's degree

INTERNAL AUDIT DEPARTMENT

RISK ASSESSMENT

Risks affecting Vinapharm's manufacturing and business activities in 2024 (ranked in descending order)

1. Legal risks

Similar to other businesses, Vinapharm constantly has to face the potential legal risk throughout the process of complying with legal regulations. Failure to promptly update or unintentionally violate current regulations can negatively impact business operations, especially when the pharmaceutical industry is a conditional business line, directly related to human health, so it is subject to strict control from the authorities.

Being a large public enterprise, Vinapharm must ensure full compliance with the provisions of the Law on Enterprise Law, Law on Securities and relevant legal documents.

To effectively control legal risks, Vinapharm's Legal Department is tasked with monitoring and updating changes in the legal system related to business activities and advising the Board of Directors and Board of General Directors on corporate governance and operation in accordance with the current legal framework. In addition, this department is also responsible for reviewing all legal contracts, ensuring compliance and minimizing risks arising during the Corporation's business operations.

2. Financial risks

Interest rate risk

Fluctuations in interest rates can have a significant impact on the financial situation of Vinapharm member companies, especially on short-term loans with floating interest rates and bank deposits. A sudden increase in interest rates can increase financial costs, affecting the operating efficiency and profits of businesses.

Member companies need to closely monitor developments in domestic and foreign financial markets to assess the impact of interest rates on their financial plans; at the same time, carry out cash flow planning to minimize outstanding loans. In addition, the companies prioritize using capital sources with stable and preferential interest rates from reputable banks or credit institutions to minimize the impact of floating interest rates. For deposits, Vinapharm and its member companies have flexible policies in optimizing terms, ensuring efficient use of capital and optimizing profits from deposit interest rates.

Exchange rate risk

Nearly 70% of Vinapharm's subsidiaries' inputs for manufacturing are imported goods. Therefore, increased exchange rate fluctuations directly affect their business results.

To limit the risk of increasing exchange rate, the companies regularly monitor the market, discuss with financial consultants to obtain information, forecast future exchange rate fluctuations and choose a good exchange rate at the time of payment; diversify supply sources, avoid relying too much on one single foreign currency; negotiate sales contracts at fixed exchange rates, limiting the risk of exchange rate fluctuations at the time of payment; Financial planning with flexible exchange rate scenarios and/or using hedging financial tools.

In 2025, before the US tariffs imposition on a number of countries including Vietnam, the Vietnamese pharmaceutical industry is considered not to be in the group of industries strongly affected by the US's reciprocal tariffs policy. Currently, Vietnamese legal framework still restricts FDI enterprises from participating in

drug distribution, and reserves the opinion of having no and not yet commitment to opening this market. Although tariff tensions may cause short-term difficulties, this is also an opportunity for Vietnamese businesses, especially the pharmaceutical industry, to transition to a more sustainable growth model.

3. Brand risk

Being the only corporation in the Vietnam pharmaceutical industry with a history of nearly 55 years of establishment and development, the Vinapharm brand is not only an intangible asset but also a strategic core value. Therefore, any false information or adverse external impact can negatively affect Vinapharm's image, reputation and market position, thereby causing long-term consequences for business operations and value.

Fully aware of this, Vinapharm and its member companies always focus on controlling the entire process from research, manufacturing to product distribution, to ensure quality and stability, which are the key factors to maintain our reputation and retain customer trust. At the same time, Vinapharm proactively builds a monitoring system and early identification of potential risks, combined with a quick response process to handle crises promptly, ensuring brand protection is implemented in a transparent, effective and consistent manner.

4. Market demand risks and competitive pressures

The Vietnam pharmaceutical market is growing strongly, with increasing demand for quality, safe products with clear origins. This requires Vietnamese pharmaceutical businesses in general as well as businesses with capital contributed by Vinapharm in particular to constantly innovate and develop products to meet consumer needs, avoiding the risk of market share decline. In addition, the entry of foreign businesses with strong financial bases and advanced technology is imposing significant competitive pressure.

Aware of these challenges, Vinapharm has been actively implementing many activities to connect, promote and facilitate international cooperation between Vinapharm, member companies and reputable companies/groups in the field of pharmaceuticals/biopharmaceuticals from developed countries.

5. Risks from shortage of high quality human resources

The reality shows that recruiting and maintaining high-quality human resources is a common challenge for the entire industry, including Vinapharm's member companies. The lack of qualified, experienced and innovative thinking human resources directly affects the progress of investment projects, the efficiency of production and distribution chains, the ability to adapt to increasingly strict legal regulations, as well as the ability to expand markets.

In addition, fierce competition for human resources from domestic and foreign private enterprises, inadequate income levels and pressure from requirements for technology transformation and digitalization, etc. are also heightening these human resource risks.

In order to minimize risks in human resource management, Vinapharm focuses on building a comprehensive strategy for recruiting, training and developing high-quality human resources. Enterprises promote the implementation of internal training programs, especially focusing on improving professional expertise and leadership skills through in-depth training courses and training programs specifically for managerial staff.

In addition, Vinapharm continuously improves and promotes remuneration and focuses on building a professional, fair and friendly working environment, thereby increasing employee engagement and satisfaction. These synchronous solutions help Vinapharm not only maintain a highly qualified staff but also ensure stable, effective operations and aim for safe and sustainable development in the long term.



MANUFACTURING AND BUSINESS PERFORMANCE

BUSINES PERFORMANCE IN 2024



FINANCIAL STATUS



ORGANIZATIONAL STRUCTURE AND HUMAN RESOURCES



SHAREHOLDERS AND EQUITY



MANUFACTURING AND BUSINESS PERFORMANCE

Implementation of 2024 plan

Unit: VND Million

No.	Item	2024 Planned		2024 Achieved		2024 Achieved/2024 Planned	
		Combined	Consolidated	Combined	Consolidated	Combined	Consolidated
1	Total revenue	290,356	5,955,239	314,586	5,812,218	108.3%	97.6%
2	Profit before tax	223,531	475,871	245,768	509,232	109.9%	107.0%

2023 AND 2024 BUSINESS RESULTS

Unit: VND Million

Item	2022		2023		2023/ 2022	
	Combined	Consolidated	Combined	Consolidated	Combined	Consolidated
Total revenue	13,444	5,609,381	31,839	5,529,361	236.8%	98.6%
Net revenue	13,444	5,583,219	31,839	5,521,801	236.8%	98.9%
Cost of goods sold	18,081	4,995,959	26,198	4,929,091	144.9%	98.7%
Gross profit	(4,637)	587,260	5,641	592,710	-121.7%	100.9%
Financial revenue	294,025	283,936	281,270	258,184	95.7%	90.9%
Financial expenses	26,639	151,669	(3,027)	103,707	-11.4%	68.4%
Profit from affiliated companies		104,041		158,812		152.6%
Selling expenses	3,576	263,497	2,168	273,972	60.6%	104.0%
Administrative cost	36,432	143,360	43,404	148,969	119.1%	103.9%
Net profit from business activities	222,741	416,711	244,366	483,058	109.7%	115.9%
Net profit from other activities	59	(5,490)	1,402	26,173	2364.9%	-476.8%
Profit before tax	222,800	411,221	245,768	509,232	110.3%	123.8%
Profit after tax	222,800	377,285	244,453	468,095	109.7%	124.1%

FINANCIAL STATUS

Unit: VND Million

Item	2022	2023	2023/ 2022
Total assets	6,228,028	6,455,458	103.7%
Net revenue	5,583,219	5,521,801	98.9%
Financial revenue	283,936	258,184	90.9%
Net profit from business activities	416,711	483,058	115.9%
Profit before tax	411,221	509,232	123.8%
Profit after tax	377,285	468,095	124.1%

Key Financial Indicators

Item	Unit	2022	2023	2023/ 2022
1. Liquidity				
Current ratio	Times	1.4	1.5	103.7%
Quick ratio	Times	1.0	0.9	96.8%
2. Capital Structure				
Debt/Total assets	%	48.0%	45.6%	95.0%
Debt/Equity	%	92.4%	83.9%	90.8%
3. Operating efficiency				
Inventory turnover	Turns	3.9	3.3	84.1%
Net revenue/Total assets	%	89.6%	85.5%	95.4%
4. Profitability				
Profit after tax/Total assets	%	6.3%	7.4%	117.4%
Profit after tax/Equity	%	12.6%	13.9%	110.4%
Profit after tax/Net revenue	%	6.8%	8.5%	125.4%
Net profit from business activities/Net revenue	%	7.5%	8.7%	117.2%



ORGANIZATIONAL STRUCTURE AND HUMAN RESOURCES

Changes in personnel of the Board of Management in 2024

None.

Organizational changes

- Establishment of the Audit Committee.

Policies for employees

Working regime:

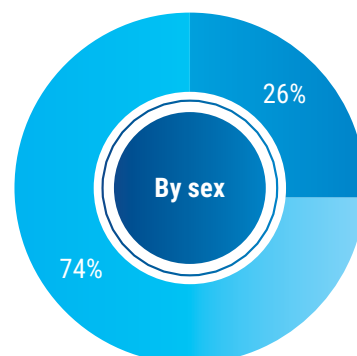
- Working time: 8 hours/day, 5 days/week.
- Paid leave, public holidays, Tet holiday, sick leave, maternity leave: according to Labor Law.
- Fully equipped with facilities suitable for each Employee's tasks.
- Direct labor is provided with full safety and protective equipment.

Recruitment and training policies:

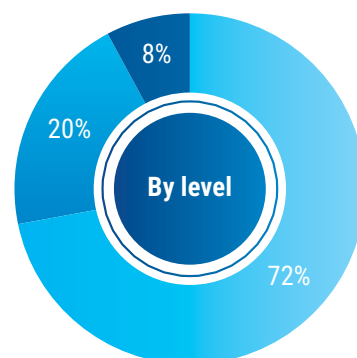
- The Corporation's recruitment objective is to attract skilled, qualified and professional employees. Depending on each specific position, the Corporation will require different mandatory standards in order to best meet its business operations and human resource needs.
- The Corporation determines that employee training must be conducted frequently and derived from the interests of the Corporation. Apart from encouraging and facilitating for employees of the Corporation to voluntarily learn and improve their skills, the Corporation also often organize, co-organize or send employees to training programs in order to improve their professional skills, qualifications and workmanship.

Remuneration, social insurance and welfare:

- Employees are entitled to participate in and benefit from social, health and unemployment insurance schemes. Among a great deal of other programs, the Corporation also organizes annual company trips and vacations for employees, thereby creating trust and motivation for them to give their best efforts for the development of the Corporation.
- Every year, the Corporation implements compensation policies for employees such as personal combined insurance schemes, annual medical examinations, sports and cultural activities and caring for employees' children through the Corporation's organizations and societies.



■ Male ■ Female



■ Staff ■ Mid-level manager ■ Senior manager



ASSESSMENT REPORT ON VINAPHARM'S ENVIRONMENTAL AND SOCIAL RESPONSIBILITIES

Vinapharm consistently prioritizes sustainable development in alignment with ESG (Environmental, Social, and Governance) principles, specifically as follows:

1. Assessment on environmental indicators

Vinapharm strictly complies with all relevant legal regulations, maintains effective control over waste treatment activities, conserves resources, and progressively fulfills its responsibilities as a pharmaceutical business: Vinapharm and its subsidiaries have fully and seriously carried out the declaration and financial contributions to support product and packaging recycling activities in accordance with the Environmental Protection Law and its guiding documents.

In addition, Vinapharm exercises measures to cut cost, promote efficient use of electricity, water, stationaries, etc.

2. Assessment related to employees

Vinapharm performs payment of salaries, bonuses, benefits and other regimes and policies in accordance with the provisions of law and the Corporation's regulations to its employees. Vinapharm has properly and fully exercised the eligible benefits when terminating labor contracts for employees of Pharmaceutical Science and Technology R&D Center and the Commercial Service Center for Pharmaceutical and Cosmetic Products - Vinapharm in accordance with the legal regulations and Corporation's regulations when terminating the operation of the two Centers. In addition to the eligible benefits prescribed by the Labor Code, responding to the proposal of the leaders of the Centers, Vinapharm has supported with 02 (two) months of salary as per their social insurance contribution for each employee applying for termination of the labor contract or exercising the agreement on termination of the labor contract with the Corporation.

Vinapharm always stays active in organizing conferences, workshops, training, capacity building, developing technical expertise, and programs on comprehensive care and physical-mental living standard improvement for the Corporation's employees.

Execute timely rewards to motivate and encourage the morale of the employees, collectively and individually, who make positive contributions and successfully complete assigned tasks.

Move towards the equity in exercising salary payment, to be associated with each individual's ability and

efficiency, so as to attract and retain high quality employees and create the motivation for staff, contributing to the development of overall prestige of Vinapharm. Vinapharm has selected and now is in the progress of collaboration with a consulting firm to actively build up new corporate governance system, including the establishment of KPI system and 3P salary payment structure for employees; this is to be expected to come in effect in 2025.

3. Assessment related to the corporate responsibility to the community

In parallel with expanding international cooperation and manufacturing, brand development and performing political tasks, Vietnam Pharmaceutical Corporation always pledges strong commitment in joining hands for the development of the country, demonstrating its role as a socially responsible enterprise.

In 2024, responding to the call of the Ministry of Health's leadership, with the spirit of 'the intact leaves protect the tattered ones' - meaning the mutual support is critical in challenging situation, joining hands to help overcome the consequences of the Typhoon Yagi and contribute to ensuring the health of people in aftermath, Vietnam Pharmaceutical Corporation and a number of its member companies have supported and donated essential medicines to support people in Lao Cai and Yen Bai provinces.

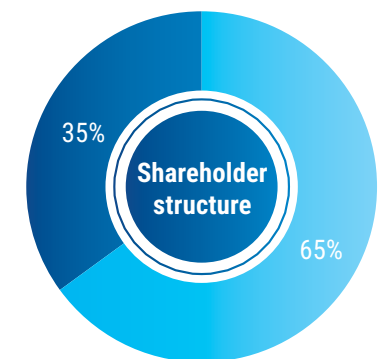
In addition to the above activities, Vinapharm also participates in charity work, supports charitable activities, local funds and participates in programs called and organized by the Ministry of Health.



SHAREHOLDERS AND CHANGES IN EQUITY

Major shareholders

No.	Individual/Organization's name	No. of shares hold	Percentage of shares hold
1	State Capital and Investment Corporation	154,050,000	65.00%

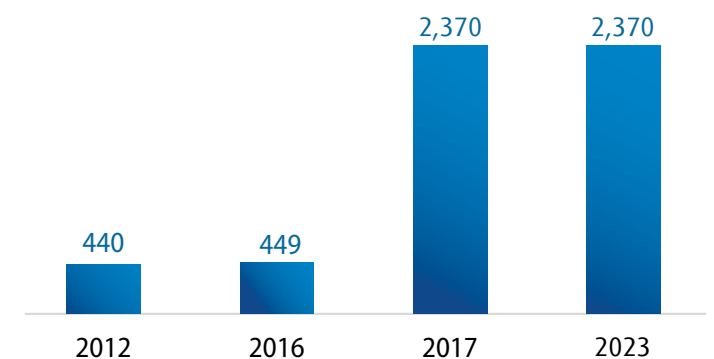


■ Major shareholder ■ Other shareholders

Capital growth since 2010

- As of the end of 2012, the Corporation increased its capital by VND 210 billion, bringing the total charter capital from VND 230 billion (2010) to VND 440 billion.
- As of December 07, 2016, the Corporation's capital was further increased by VND 9 billion, bringing the total up to VND 449 billion.
- By the end of 2017, the Corporation transformed its operational model from a one-member limited liability company with 100% State-owned charter capital to a joint stock company from December 8, 2016, raising the charter capital from VND 449 billion to VND 2,370 billion.
- From 2018 until now: The Corporation has not further increased its charter capital.

Charter Capital (VND billion)



Total shares

As of 31 December 2023, the Corporation has issued 237,000,000 shares, of which there are:

- Ordinary shares: 237,000,000
- Preferred shares: 0
- Outstanding shares: 237,000,000
- Treasury shares: 0
- Par value: 10,000 VND

At the closing of 2024, DVN shares is traded at VND25,100/share, up by 42.45% compared to 2023. During the year, the shares was traded more dynamically with trading liquidity reaching about 114 thousand shares/session, up by 118.93% compared to the previous year.

The lowest price is VND17,430/share on January 15, 2024, then rocketed to VND28,520/share range on July 16, 2024, then adjusted down along with the general trend of the stock market and stabilized at the price range of VND 23 - 25,000/share in Quarter 4.

DVN share's status performance



No.	Item	Unit	2024
1	Total of trading session	Sessions	249
2	Price at the beginning of the year	VND/share	17,620
3	Price at the end of the year	VND/share	25,100
4	Growth rate	%	42.5%
5	Highest price	VND/share	28,520
6	Lowest price	VND/share	17,430
7	Trading volume	Shares	28,362,200
8	Average trading volume/day	Shares/session	113,904

CORPORATE GOVERNANCE





REPORT OF BOARD OF DIRECTORS

A. REPORT OF BOARD OF DIRECTORS ON ALL-ROUND PERFORMANCE IN 2024

B. 2025 PERFORMANCE PLAN



A. REPORT OF BOARD OF DIRECTORS ON ALL-ROUND PERFORMANCE IN 2024

I. RESULTS OF IMPLEMENTING 2024 GENERAL MEETING OF SHAREHOLDERS' RESOLUTION

No.	Plan 2024	Actual
1	Manufacturing and business targets for 2024	
1.1	Combined financial report	
1.1.1	Total revenue: VND 290 billion	Total revenue reaches VND 315 billion, completing 108% of the target.
1.1.2	Profit before tax: VND 224 billion	Total revenue reaches VND 246 billion, completing 110% of the target.
1.2	Consolidated financial statement	
1.2.1	Total revenue: VND 5,955 billion	Total revenue reaches VND 5,812 billion, completing 98% of the target.
1.2.2	Profit before tax: VND 476 billion	Earnings before tax reaches VND 509 billion, completing 107% of the target.
2	Distribution of 2023 profit	
2.1	Dividend payment: VND 165.9 billion	
2.2	From Development Investment Fund: VND 66.8 billion	Provisions for funds have been made in accordance with the GMS Resolution.
2.3	Making a provision for the Welfare Fund and Managerial Staff's Bonus Fund: VND 3.7 billion	

No.	Plan 2024	Actual
3	Implementing Vietnam Pharmaceutical Corporation Restructuring Scheme for 2023-2027 period	<p>3.1. Development strategy, sector, business direction</p> <ul style="list-style-type: none"> - Establishing a distribution system: Vinapharm is actively discussing, negotiating with its partners on opportunities to collaborate and distribute their products in Vietnam, which serves as the premise to deploy investment to develop a distribution system. - International cooperation: Vinapharm has been actively seeking cooperation opportunities with large companies and corporations in global pharma/biopharmaceutical sector. In 2024, Vinapharm signed the Memorandum of Understanding with Celltrion, the leading pharmaceutical corporation of the Republic of Korea. - Finalizing the termination of operation of the Commercial Service Center for Pharmaceutical and Cosmetic Products -Vinapharm and Pharmaceutical Science and Technology R&D Center due to ineffective performance. <p>3.2. Organizational apparatus</p> <ul style="list-style-type: none"> - Changed governance model to comprising of GMS, BOD and General Director, having Audit Committee under BOD and one out of five BOD member being independent member. - Established the Audit Committee comprising of two members, where the independent BOD member is the Chairperson of the Audit Committee. <p>3.3. Human resources</p> <ul style="list-style-type: none"> - Selected and now in process of collaboration with a consulting firm to establish KPIs associated with the regulation on bonus distribution, combined with 3P salary payment; it is expected to be completed and implemented in 2025. <p>3.4. Corporate governance</p> <ul style="list-style-type: none"> - The GMS has approved the Charter, Internal Regulation on Corporate Governance, and the Regulation on the Operation of the BOD in accordance with the change in the organizational and management model of Vinapharm, where the Audit Committee is directly under the BOD. - Reviewed, revised, supplemented and enacted regulations governing Vinapharm's operation. <p>3.5. Restructuring investment portfolio¹: The Corporation's ownership ratio in subsidiaries, affiliates and other invested companies remains the same as at the time the Restructuring Scheme was approved by the GMS.</p>
4	Changing management and operation model, dismissing some members of Vietnam Pharmaceutical Corporation's Supervisory Board	Executed in accordance to the GMS Resolution and regulations on information disclosure.
5	Remuneration, operating expenses of Board of Directors, Supervisory Board in 2024	Executed in accordance with the GMS Resolution.

¹ The orientation for restructuring the Corporation's investments includes increasing and maintaining the ownership ratio and divestment determined based on information on the situation of business activities, finance, administration and governance of the companies at the time of assessment. Depending on the major developments and actual changes arising at the companies during the implementation of the Scheme, Vinapharm may adjust the roadmap and restructuring plan to suit the development goals of each period.

No.	Plan 2024	Actual
6	Amend and supplement Vinapharm's Internal Regulations on Corporate Governance and Regulations on Operation of the Board of Directors.	Executed the information disclosure in accordance with legal regulations..
7	Authorizing the Board of Directors to select 01 (one) out of 03 (three) independent auditing companies for the fiscal year 2024	On July 16, 2024, the Corporation signed contract with Ernst & Young Co., Ltd. Vietnam to review the 2024 Interim Financial Statements and audit the Financial Statements.
8	<p>On BOD member dismissal and supplementary election of independent member to the Vietnam Pharmaceutical Corporation's Board of Directors for the 2021-2026 tenure:</p> <p>6.1. Dismiss the membership of BOD of:</p> <ul style="list-style-type: none"> - Ms. Nguyen Hong Nhung; and - Ms. Pham Thi Xuan Huong. <p>6.2. Additionally electing 01 independent BOD member for the remaining time of the 2021-2026 BOD tenure.</p>	<p>The GMS has elected Mr. Do Manh Cuong as the independent BOD member for 2021-2026 tenure.</p> <p>Execute the information disclosure in accordance with legal regulations..</p>

II. REPORT ON BOD'S PERFORMANCE IN 2024

1. Information of BOD members

No.	BOD member	Title (independent BOD member, non-executive BOD member)	Date of starting/terminating executive/non-executive/independent BOD membership	
			Date of appointment	Date of dismissal
I	01/01/2024 – 23/4/2024			
1	Mr. Dinh Xuan Han	Chairman	21/6/2021 Elected as BOD Chairman from 30/6/2023	
2	Mr. Tran Duc Hung	BOD Vice Chairman Non-executive	30/6/2023	
3	Ms. Han Thi Khanh Vinh	BOD Member, General Director	21/6/2021	
4	Ms. Nguyen Hong Nhung	BOD member	21/6/2021	23/4/2024
5	Ms. Pham Thi Xuan Huong	Independent, non-executive BOD member	21/6/2021	23/4/2024
6	Mr. Tran Van Hai	Independent, non-executive BOD member	30/6/2023	

No.	BOD member	Title (independent BOD member, non-executive BOD member)	Date of starting/terminating executive/non-executive/independent BOD membership	
			Date of appointment	Date of dismissal
II 23/4/2024 – 31/12/2024				
1	Mr. Dinh Xuan Han	Chairman	21/6/2021 From 30/6/2021 elected as BOD Chairman	
2	Mr. Tran Duc Hung	BOD Vice Chairman Non-executive Audit Committee member	30/6/2023	
3	Ms. Han Thi Khanh Vinh	BOD Member, General Director	21/6/2021	
4	Mr. Do Manh Cuong	Independent BOD member Chairman of Audit Committee	23/4/2024	
5	Mr. Tran Van Hai	Independent, non-executive BOD member	30/6/2023	

2. BOD meetings

No.	BOD member	Number of BOD meetings attended	Attendance rate	Reason(s) for not attending
1	Mr. Dinh Xuan Han	04/04	100%	
2	Mr. Tran Duc Hung	03/04	75%	Mr. Tran Duc Hung authorized Mr. Nguyen Tien Dung on his behalf to attend and vote in 01 meeting.
3	Ms. Han Thi Khanh Vinh	04/04	100%	
4	Ms. Nguyen Hong Nhung	01/04	25%	On 23/04/2024, Vinapharm GMS dismissed Ms. Nguyen Hong Nhung's membership to the BOD.
5	Ms. Pham Thi Xuan Huong	0	0%	Ms. Pham Thi Xuan Huong - BOD member informed her absence due to overlapping with her scheduled business trip. On 23/04/2024, Vinapharm GMS dismissed Ms. Pham Thi Xuan Huong's membership to the BOD.
6	Mr. Tran Van Hai	04/04	100%	
7	Mr. Do Manh Cuong	03/04	75%	On 23/04/2024, Vinapharm GMS elected Mr. Do Manh Cuong as the independent BOD member

In 2024, the Board of Directors organizes 04 meetings, issues 105 Resolutions and 34 Decisions on the matters in the Board's authority in compliance with applicable legal regulations and the Corporation Charter.

3. Assessment on performance of Board of Directors

In 2024, Vietnam Pharmaceutical Corporation Board of Directors fully performs its authorized rights and responsibilities. Specifically:

- The organization of BOD meetings and gathering feedback of BOD members in written forms are all executed in compliance with applicable legal regulations and the Corporation Charter.
- Members of BOD attend or authorize the attendance in the BOD meetings, respond to inquiries from BOD members in written forms and perform their mandates of BOD members in compliance with applicable legal regulations, the Corporation Charter and BOD decisions on the work assignment to each member.

4. BOD's assessment on results of supervision on performance of the General Director and other executive staff

Via the regular supervising, assessing and reporting mechanisms, the BOD assesses that the General Director and Board of Management have performed their assigned mandates in line with applicable legal regulations, Corporation Charter, Resolution of the General Meeting of Shareholders and Board of Directors' Resolutions, Decisions. Specifically:

- Via direct reporting mechanism of the Board of Management in the meetings and via written reports, the BOD clearly understands the Corporation's operation context, thereby promptly provides appropriate guidelines and policies for the development of the Corporation; and at the same time discusses and decides on solutions and supports the Board of Management in operating the Corporation.
- The Board of Directors thoroughly discusses and resolves all issues related to the Corporation's development strategy in accordance with its authority as stipulated in the Charter, Internal Governance Regulations and Regulations on Operation of the Board of Directors, according to the reports and proposals of the General Director.
- The Board of Directors closely cooperates with the Board of General Directors in relations with shareholders, investors, partners and employees.
- Perform information disclosure fully, accurately, timely.

5. Salary, remuneration for BOD in 2024

In 2024, the payment of salaries and remunerations to the Board of Directors is made in accordance with Resolution 53/2016/NĐ-CP of the Government and Article 10 of the Resolution of 2024 Annual General Meeting of Shareholders of Vietnam Pharmaceutical Corporation held on April 23, 2024. Specifically:

5.1. From 01/01/2024 to 23/4/2024 period:

Salary

- Mr. Dinh Xuan Han, BOD Chairman: VND 299,931,818
- Ms. Han Thi Khanh Vinh, BOD member - General Director: VND 298,045,455
- Ms. Nguyen Hong Nhung, BOD member: VND 216,931,818

Remuneration

- Mr. Tran Duc Hung, BOD Vice Chairman: VND 37,272,727
- Ms. Pham Thi Xuan Huong, BOD member: VND 37,727,273
- Mr. Tran Van Hai, BOD member: VND 37,727,273

5.2. From 04/24/2024 to 23/4/2024 period:

Salary

- Mr. Dinh Xuan Han, BOD Chairman: VND 740,454,545
- Ms. Han Thi Khanh Vinh, BOD member - General Director: VND 740,454,545

Remuneration

- Mr. Tran Duc Hung, BOD Vice Chairman: VND 124,090,909
- Mr. Do Manh Cuong, Independent BOD member: VND 124,090,909
- Mr. Tran Van Hai, BOD member: VND 82,272,727

(Note:

- Remuneration for Mr. Tran Duc Hung, Vinapharm BOD Vice Chairman has been transferred by Vinapharm to SCIC's account in compliance with SCIC's regulations on managing capital representatives).

6. Transactions between Vinapharm and related persons of the company or between the company and major shareholders, insiders, or related persons of insiders

No.	Organization/Person name	Relationship to Vinapharm	Owner's certificate number*, date, place of issuance	Head office/Contact address	Time of transacting with Vinapharm	No. of the approval Resolution/Decision of GMS/BOD, etc. (plus date of issuance, if any)	Transaction content, quantity, total value
1	Codupha Central Pharmaceutical JSC	Codupha is Vinapharm's subsidiary Vinapharm's insiders are also Codupha's insiders (Mr. Le Van Son, Ms. Lu Thi Khanh Tran, Ms. Nguyen Van Khai, Ms. Ha Lan Anh)	No. 0300483319 Registered for 12th amendment on 10/9/2020 Place of issuance: Ho Chi Minh City DPI	Building 509-515 To Hien Thanh Street, Ward 14, District 10, Ho Chi Minh City. Ho Chi Minh City (changed to the address No. 262L Le Van Sy, Ward 14, District 3, Ho Chi Minh City)	Contract signed on December 2020	Resolution 157/2020/NQ/TCTD - HDQT dated December 3, 2020 on proposing warehouse rental prices and purchasing insurance for goods to prevent Covid - 19 epidemic after December 31, 2020	Warehouse rental activities to perform the tasks of receiving, preserving, dispensing, and transporting goods, supplies, medical equipment, drugs, and biological chemicals purchased by the Ministry of Health to prevent and control the Covid epidemic -19 is not a regular manufacturing and business activity of Vinapharm nor of its member companies. This is an activity to support (not for profit) state agencies to carry out urgent tasks in natural disasters and epidemics.
2	CPC1 Central Pharmaceutical JSC	CPC1 is Vinapharm's subsidiary Vinapharm's insiders are also CPC1's insiders (Ms. Han Thi Khanh Vinh, Ms. Nguyen Hong Nhung, Ms. Ha Lan Anh)	No. 0100108536 Place of issuance: Hanoi City DPI	No.87 Nguyen Van Troi Street, Phuong Liet Ward, Thanh Xuan District, Hanoi City, Vietnam	On December 30, 2024, Vinapharm signed a Contract Liquidation with all related companies.		
3	Vidipha Central Pharmaceutical JSC	Ms. Nguyen Thi Thuy, Deputy Head of Internal Audit Division of Vinapharm (insider) is a member of Supervisory Board of Vidipha (insider)	No. 0300470246 Date of issuance: 24 March 2003 Place of issuance: Ho Chi Minh City DPI	184/2 Le Van Sy, Ward 10, Phu Nhuan District, Ho Chi Minh City, Vietnam			

7. 2024 Report of Audit Committee under Board of Directors

- Audit Committee has participated in all meetings of the Board of Directors to obtain information on Vinapharm's operation in timely manner.

- The Audit Committee has supervised and monitored the operation and financial situation of the Corporation. The operation of the Board of Directors complies with the provisions of law and the Corporation Charter. The General Director has fully implemented the Resolutions and Decisions of the Board of Directors, strictly complying with the provisions of law and the Corporation Charter.

- Other activities of the Audit Committee: Participating in the consolidation of key personnel of the Internal Audit Division; Working with the Internal Audit Division on the results of internal audits conducted during the period; Discuss, advise and enhance the expertise of the Internal Audit Division; Review and provide subject-matter opinions to complete the Regulation on Internal Auditing; Working with the Internal Audit Division on the 2025 internal auditing plan; Review the periodic financial statements issued by the Vinapharm; Working with an independent auditor on the results of the semi-annual audit ending on June 30, 2024; Participate in the meeting to prepare the year-end audit plan ending on December 31, 2024 and coordinate the collaboration of internal auditors with the independent auditor.

B. 2025 PERFORMANCE PLAN



I. PLANNED TARGETS FOR 2025

Unit: Million VND

No.	Target	Actual 2024		Planned 2025		Compared to previous year's actual (%)	
		Combined	Consolidated	Separated ²	Consolidated	Separated	Consolidated
1	Total revenue	314,586	5,812,218	326,661	5,970,246	104%	103%
2	Profit before tax	245,768	509,232	272,950	465,131	111%	91%

The 2025 manufacturing and business plan data do not include the cost of provisioning for financial investments due to stock market fluctuations, which are objective factors and cannot be estimated

II. 2025 PERFORMANCE PLAN

1. Implement the direction of the Government of Vietnam and the State Capital Investment Corporation on socio-economic development in 2025 and the strategy for the development of Vietnam's pharmaceutical industry to 2030, with a vision to 2045.
2. Focus resources, applying digital transformation to complete the planned targets approved by the Annual General Meeting of Shareholders in 2025; Apply artificial intelligence (AI) in the operation and administration of the Corporation.
3. Continue implementing measures to restructure the corporation for the 2023-2027 period as stipulated in the Vietnam Pharmaceutical Restructuring Scheme approved by the GMS on 23 April 2024.
4. Enhance efficiency in managing the authorized representatives of Vinapharm's capital in enterprises with capital contributions and develop Vinapharm's capital investment in enterprises.
5. Direct, supervise Board of Management in implementing the resolutions, decisions of GMS, BOD, as well as during Board of Management's implementation of 2025 Plan.

Continuing the results achieved in 2025, in the following years the Board of Directors will further strengthen governance capacity, improve its roles in providing orientation and direction on business activities, and provide solutions that are focused, appropriate and flexible in each period and time, towards the completion of business targets, meeting the development of the Corporation and the expectations of the Shareholders.

We believe that with the high consensus of the General Meeting of Shareholders, the Board of Directors, the Board of General Directors and the whole staff will strive to complete the targets for 2025 successfully with the goal of sustainable and effective development, "steadily moving forwards in the era of national robust growth".

On behalf of the Board of Directors, I would like to send to all valued Shareholders my best wishes for health, success and sincere thanks for your trust and companionship with the Corporation.

Thank you!

ON BEHALF OF THE BOARD OF DIRECTORS
CHAIRMAN

Đinh Xuân Han

² Change the type of financial statements from the fiscal year 2025 due to the termination of the operation of the branch (Commercial Service Center for Pharmaceutical and Cosmetic Products - Vinapharm).



A. PRODUCTION AND BUSINESS RESULTS IN 2024

REPORT ON 2024 BUSINESS PERFORMANCE AND 2025 BUSINESS PLAN

A. PRODUCTION AND BUSINESS RESULTS IN 2024

B. TARGETED PLAN FOR 2025

I. GENERAL CONTEXT

In 2024, Vietnam's socio-economic situation continues to show a clear recovery trend, with significantly incremental growth over months and quarters; Inflation is kept lower than the targeted level, major balances are ensured, and results in many key sectors meet and exceed the set targets, which make Vietnam a spotlight of economic growth in the region and in the world. In 2024, Vietnam's GDP increases by 7.09% compared to the previous year, ranking in the group of countries with highest growth rate in the region and the world and highly appreciated by international organizations.

In the country, the ETC market share of high-quality drugs in Group 1 and Group 2 has fierce competition between domestically produced products and imported products when many domestic pharmaceutical enterprises have put into operation and/or continue to invest in building EU-GMP standardized factories. Owning EU-GMP standardized factories is now a competitive advantage of pharmaceutical manufacturers in Vietnam when participating in drug bidding at public hospitals and medical facilities in accordance with the Vietnam Law on Bidding 2023.

According to IQVIA's report, Vietnam's pharmaceutical industry sales in 2024 reaches USD 8.9 billion, up by 11%. In which, the retail channel grows by 12%, the hospital channel slows down with a growth rate of 9% in 2024 compared to the over 10% compound annual growth rate in the last three years in both value and volume. In overall, all aspects of the pharmaceutical distribution sector in 2024 show a slower pace of growth than the previous year, yet brand name drugs growth rate is recorded as the highest one. In addition, vaccines are also the main driving force for the development of the whole industry, especially bacterial vaccine products with an impressive growth rate of 40%.

Vietnamese Government and relevant ministries/sectors are paying much attention to extend international cooperation in the field of pharmacy through actively implementing many practical activities such as organizing and supporting the implementation of trade promotion programs, connecting domestic pharmaceutical enterprises with the world's leading pharmaceutical corporations who have strengths in manufacturing technology. All is moving towards the goal of turning the pharmaceutical industry into a spearhead industry and developing Vietnam's pharmaceutical industry from a catcher-up to an advanced player.



II. 2024 BUSINESS RESULTS

1. Business results according to Combined Financial Statements

Unit: Million VND

No.	Target	Actual 2023	Planned 2024	Actual 2024	Comparison (%)	
					YoY actuals comparison	Compared to planned
1	Total revenue	307,539	290,356	314,586	102%	108%
2	Earnings before tax	222,800	223,531	245,768	110%	110%
3	EBT/Total revenue margin	72%	77%	78%		

In 2024, both total revenue and earnings before tax of Vinapharm increase compared to the previous year and exceed the set targets. In which: Total revenue in 2023 is VND 315 billion, increasing by 2% compared to 2023 result, reaching 108% of the set target; Earnings before tax is VND 246 billion, increasing 10% compared to previous year and reaching 110% of the set target.

Total revenue and earnings before tax in 2024 increase sharply compared to 2023 is due to:

+ Increase in revenue from sales and service provision: Mainly due to revenue from the transfer of six apartments at the address 60B Nguyen Huy Tuong, while in 2023 this revenue item did not incur.

+ Financial costs decreased compared to 2023 due to fluctuations in stock prices traded on the stock exchange of some companies with Vinapharm's contributed capital, therefore in 2024 the provision for financial investment losses is written off.

Financial indicators

Unit: Million VND

No.	Target	2024	2023	Growth rate
1	Total assets	2,836,021	2,767,751	2.5%
2	Equity	2,819,716	2,741,161	2.9%
3	Charter capital	2,370,000	2,370,000	0.0%
4	Profit after tax	244,453	222,800	9.7%
5	ROA	8.7%	8.4%	4.0%
6	ROE	8.8%	8.5%	3.8%

As of December 31, 2024, the total assets of Vinapharm are VND 2,836 billion, an increase of 2.5% over the same period, mainly due to the increase in the value of short-term investments. Vinapharm's equity reaches VND 2,820 billion, an increase of 2.9% over the same period, mainly due to the increase in Vinapharm's after-tax profit in 2024. Vinapharm's charter capital remains the same.

The return on total assets ratio and the return on equity in 2024 reach 8.7% and 8.8%, respectively.

2. Business results according to the Consolidated Financial Statements

Unit: Million VND

No.	Target	Actual 2023 ¹	Planned 2024	Actual 2024	Comparison (%)	
					YoY actuals comparison	Compared to planned
1	Total revenue	5,868,223	5,955,239	5,812,218	99%	98%
2	Earnings before tax	411,221	475,871	509,232	124%	107%

In 2024, total consolidated revenue of Vinapharm reaches 5,812 billion VND, decreasing by 1% compared to the 2023 actual and completing 98% of the set target. Earnings before tax in 2023 is VND 509 billion, increasing by 24% compared to previous year and attaining 107% of the target for 2024.

Thus, according to both combined and consolidated financial statements, Vinapharm's earnings before tax in 2024 shows double-digit growth.

¹ The figures have been restated in accordance with the audited financial statements as of December 31, 2024, audited by Ernst & Young Vietnam Limited.



III. ASSESSMENT ON THE IMPLEMENTATION OF 2024 KEY TASKS

1. Implementing the restructuring scheme approved by the GMS on April 23, 2024

1.1. Governance apparatus: Changed governance model to comprising of: GMS, BOD and General Director, having Audit Committee under BOD and one out of five BOD member being independent member and concurrently hold the position of Audit Committee Chairperson.

1.2. Finalizing the termination of operation of the inefficient centers: Commercial Service Center for Pharmaceutical and Cosmetic Products - Vinapharm and Pharmaceutical Science and Technology R&D Center.

1.3. Investments

Currently, Vinapharm's ownership ratio in subsidiaries, affiliates and other invested companies remains the same as at the time the Restructuring Scheme was approved by the GMS on April 23, 2024.

For the list of investments planned for divestment, the Board of Management has actively contacted and searched for shareholders and partners who wish to receive the transfer of the contributed capital from Vinapharm. Shareholders of a number of companies have expressed interest and are willing to receive the transfer of shares from Vinapharm if an agreement on a suitable price is reached.

In the coming time, Vinapharm's Board of Management will continue to coordinate with the Corporation's capital representative at enterprises with contributed capital to assess the situation, propose and implement under the direction of the competent authority on the plan for restructuring investments. At the same time, the Corporation will strengthen its control and management of investment capital at its member enterprises, ensuring the interests of the Corporation.

1.4. Corporate governance: 2024 Annual GMS has approved the Charter, Internal Regulation on Corporate Governance, and the Regulation on the Operation of the BOD to align with the change in the organizational and management model of Vinapharm, where the Audit Committee is directly under the BOD. At the same time, Vinapharm also reviews, amends, supplements and issues the regulations to continue consolidating and improving the corporate governance efficiency.

1.5. Human resources

- Vinapharm's leadership focuses on renewing the personnel management, recruiting, training, enhance, developing the capacity, strengthening the commitment and consensus of employees, nurturing the next contingent of personnel. In parallel, Vinapharm pays attention to the development and application of salary, bonus policies, competitive rewards and remuneration, commensurating with the capacity and contribution of the employees to motivate, retain and attract highly qualified and professional personnel to contribute to the sustainable development of the Corporation. Vinapharm has selected and now in process of collaboration with a consulting firm to establish KPIs associated with the regulation on bonus distribution, combined with 3P salary payment; it is expected to be implemented in 2025.

- Vinapharm has been in the progress of reviewing, assessing, and assigning personnel towards leanness, efficiency and effectiveness.

2. Managing the shareholders' equity at Vinapharm and Vinapharm's capital invested in other companies

The management of shareholders' equity at Vinapharm and Vinapharm's capital investment in member companies is executed properly in compliance with legal regulations and Vinapharm's Charter and Regulations.

According to the Combined Financial Statement and the audited Consolidated Financial Statement for 2024, Vinapharm's earnings before tax is VND 245.8 billion and VND 509.2 billion, respectively. Vinapharm has preserved the shareholders' equity in Vinapharm and the capital of Vinapharm in member enterprises.

In 2024, Vinapharm receives more shares from the payment of stock dividends and issue shares to increase share capital from its equity in Imexpharm Pharmaceutical JSC; It also receives more shares from the issuance of shares to increase share capital from the equity in Vidipha Central Pharmaceutical JSC.

3. Deploying investment to develop a distribution system

Vinapharm is actively discussing, negotiating with international companies and multinational corporations on opportunities to collaborate and distribute their products in Vietnam, which serves as the premise to deploy investment to develop a distribution system.

4. Strengthening international cooperation

Vietnam is entering a new era - the era of national robust growth. To attain the double-digit growth rate, it requires the enterprises, including Vinapharm, to pursue innovation, digital transformation, green transition, and actively and effectively engage in comprehensive and extensive international integration and reach out to the global market to obtain the potential for growth. Vinapharm has been actively executed various activities to network and promote the international cooperation between the Corporation and its member companies to renown international companies and cooperation in the pharmaceutical/biopharmaceutical industry from developed countries, with the aim to: (i) Promoting international cooperation in transferring technology to manufacture patented drugs and specialized drugs, generic drugs with high-tech dosage forms; (ii) Receiving transfer of high brand value products from pharmaceutical corporations in developed countries for manufacturing and toll-manufacturing in Vietnam; (iii) Seeking partners to build pharmaceutical and/or biopharmaceutical manufacturing facilities in Vietnam; and (iv) Searching for suitable products for Vinapharm's subsidiaries to distribute in Vietnam.

In early July 2024, Vinapharm and Korean pharmaceutical corporation Celltrion signed the Memorandum of Understanding in biopharmaceutical area. Vinapharm is continuing the discussion and negotiation with Celltrion to soon actualize the contents of this MOU, including the facilitation of signing an exclusive distribution agreement of Celltrion's products in Vietnam market.

5. Organizing conferences/training

In 2024, Vinapharm holds the Capital Representative Conference, 2024 Business Review & 2025 Business Plan; Training on Legal Taxation Policies Applicable to Pharmaceutical Enterprises in 2024; In particular, Vinapharm continues to coordinate with the Drug Administration of Vietnam to successfully organize the (third) Dialog between the Ministry of Health and Pharmaceutical Enterprises. The Dialog is held in the context the Law amending and supplementing a number of articles of the Law on Pharmacy has been approved by the National Assembly on November 21, 2024, with the direct participation of a large number of pharmaceutical businesses and more than 500 online participants. The Dialog continues to be an address for member enterprises of the Corporation in particular and Vietnamese pharmaceutical enterprises in general to propose and propose solutions directly to management agencies, contributing to building a solid, transparent, mechanism, etc policies to encourage and promote the development of pharmaceutical enterprises as well as Vietnam's pharmaceutical industry.



6. Performing other tasks

6.1. Vinapharm actively contributes ideas to the development and consolidation of pharmaceutical industry management policies

(i) Implementing Decision No. 3145/QĐ-BYT dated 08/8/2023 on the consolidation of the Steering Committee of the Program for the development of the domestically produced pharmaceutical industry and medicinal herbs to 2030, with a vision to 2045, Vinapharm's leadership participates in the Steering Committee and the Program's working group to perform the following key tasks: Building a framework plan, orientation, solutions and organizing activities to implement the Program to achieve the goals to develop the pharmaceutical industry and domestically produced medicinal materials to 2030, with a vision to 2045 as approved in Decision No. 376/QĐ-TTg of the Prime Minister dated March 17, 2021.

(ii) Vinapharm is the only pharmaceutical enterprise tasked by the Ministry of Health to participate in the Drafting Committee and the working group to assist in the development of the Law on amendments and supplements to a number of articles of the Law on Pharmacy according to Decision 3249/QĐ-BYT dated August 16, 2023 of the Minister of Health. The Law amending and supplementing a number of articles of the Law on Pharmacy was approved by the National Assembly on November 21, 2024, which is considered to contribute to removing many obstacles and difficulties and contributing to promoting production and business activities of member enterprises of Vinapharm in particular and Vietnamese pharmaceutical enterprises in general, towards achieving the national strategic goal of developing Vietnam's pharmaceutical industry in the period to 2030, with a vision to 2045. Given this active contribution to the development of the Law on amending and supplementing a number of articles of the Law on Pharmacy, Vinapharm's General Director was awarded the Certificate of Merit from the Minister of Health to individuals with outstanding achievements in developing health legal policies, contributing to the health protection, care and improvement for the people.

(iii) In addition, Vinapharm has coordinated with its member companies to contribute ideas to develop institution and legal documents for the industry, which has been highly recognized and appreciated by representatives of the Ministry of Health's leadership, recognizing the Vinapharm's good performance in the role and position of a State-owned corporation in the pharmaceutical sector.

6.2. Real estate properties management

- Review and consolidated information to report to SCIC the plan to manage and utilize Vinapharm real estate properties in accordance with legal regulations:
- Seeking a partner to lease on the unused area at address 60B Nguyen Huy Tuong and 126 Tran Quoc Thao to optimize the efficiency of property management and utilization.

6.3. Employ and deploy the application of digital technology: Promote advance governance, digital transformation, AI application in all-round operation of the Corporation.

6.4. Exercise complete and accurate information disclosure to public in accordance with the laws.

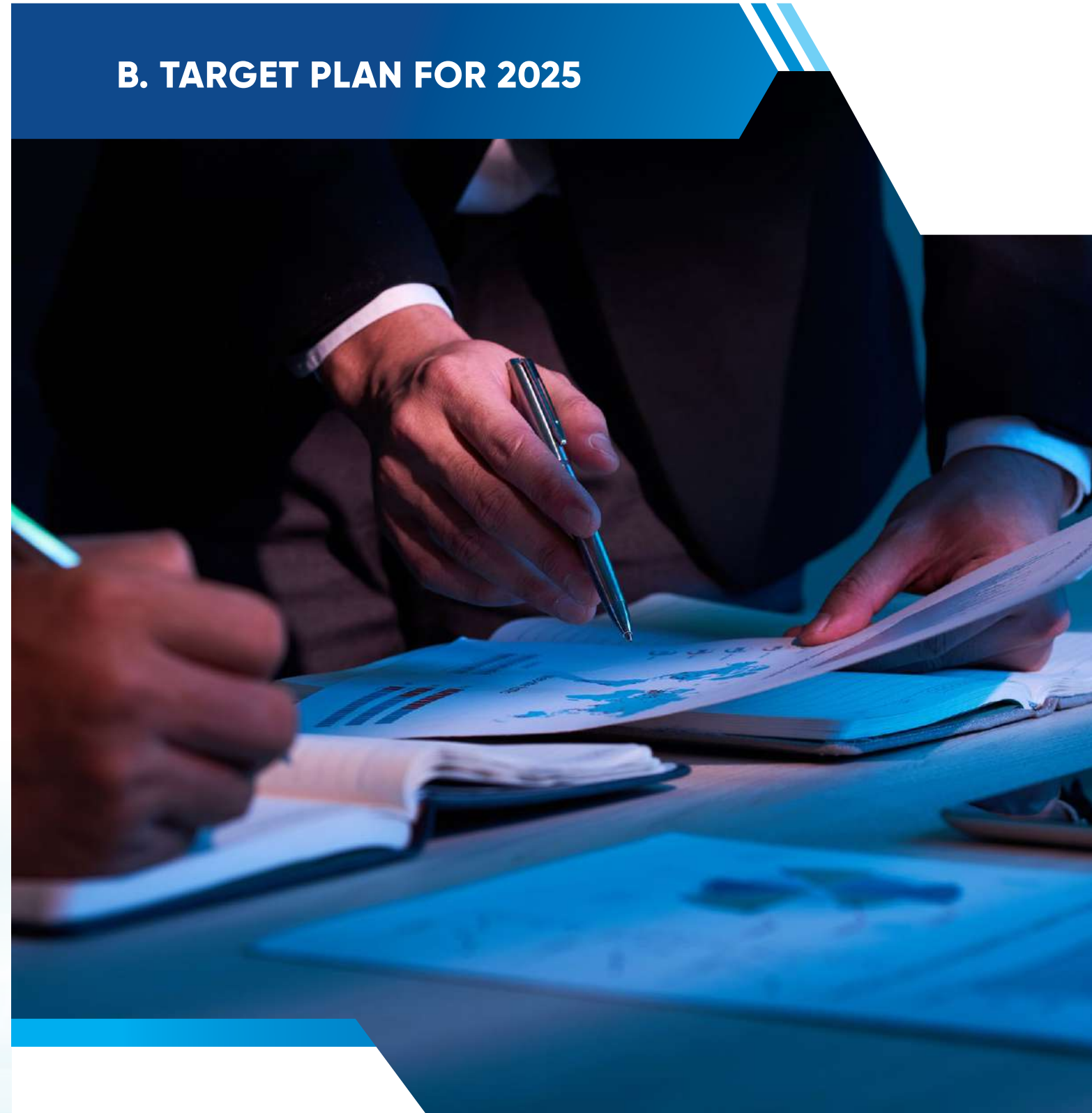
IV. AWARDS AND RECOGNITIONS

In 2024, Vinapharm is honored to be considered and awarded prestigious awards by renown organizations in Vietnam and the region in recognition of its achievements in the field of pharmaceuticals and contributions to the community, such as:

- The 2024 Corporate Excellent Award of the Asia Pacific Enterprise Awards (APEA);
- Top 10 prestigious pharmaceutical distribution companies in the Pharmaceutical & Medical Equipment and Healthcare sector in 2024 organized by Vietnam Report.



B. TARGET PLAN FOR 2025



I. GENERAL CONTEXT

1. Socio-economic context

Organizations such as the OECD, IMF and EU believe that the global GDP growth rate in 2025 will increase slightly or stabilize at 3.2% - 3.3%². For Vietnam, the Government has set a target of 2025 GDP growth rate of 8% at minimum, since this is a particularly important year for the country - a year of acceleration, breakthrough, and hitting the benchmark, the final of the five-year implementing the socio-economic development plan 2021 – 2025, implementing the revolution on streamlining the organizational apparatus, consolidating the foundational elements, as a premise for Vietnam to confidently enter a new era – an era of prosperous development and prosperity of the nation. At the regular session in January 2025, Prime Minister Pham Minh Chinh requested to continue to prioritize promoting growth, focusing on renewing traditional drivers and promoting new ones; promote harmonious trade with major partners, effectively optimize 17 signed free trade agreements, explore new markets, potential markets such as the Middle East, Latin America, and Africa.

On April 3, 2025, U.S. President Donald Trump announced the imposition of tariffs on 180 countries and territories, with Vietnam facing a 46% tariff rate – among the highest retaliatory rates. Clearly, these developments in U.S. tariff policy will impact Vietnam at both macro and micro levels, amid ongoing supply shortages, cooling but still elevated inflation, interest rate risks, and exchange rate fluctuations. In response, the Vietnamese Government promptly implemented various measures, reflecting its efforts to maintain stable trade relations with the United States and to minimize the negative effects of the new tariff policies. At the same time, domestic enterprises were encouraged to adopt solutions to strengthen their resilience against international trade fluctuations and to sustain export growth in a sustainable manner. Although global tariff tensions may pose short-term challenges, they also present opportunities for Vietnam to transition towards a more balanced and sustainable growth model. This situation could serve as a catalyst for restructuring production and export strategies, reducing reliance on a few key markets—though the process will not be easy. According to assessments, the U.S. retaliatory tariff policy³ is not expected to significantly affect Vietnam's pharmaceutical industry.

2. Context of the pharmaceutical industry

The global pharmaceutical industry is experiencing a vigorous transformation. In 2025, the pharmaceutical industry will witness many new and advanced trends due to the impact of factors such as: Changes in the structure of the pharmaceutical market from pharmaceutical chemicals to biologics and biosimilars, digital technology, requirements for sustainable development and green growth, etc ... All of this will be a strategic turning point to help shape the future of the entire industry.

- Precision medicine, also known as personalized medicine, is a breakthrough trend in the pharmaceutical and medical industry in 2025. Personalized medicine is gradually becoming a reality with advances in biotechnology and AI, helping to develop treatments that are customized to each patient by developing drugs based on individual genetics, environment, and lifestyle.

- Environmental safeguard: Environmental pressures force pharmaceutical companies to pay attention to sustainability in production and distribution. This includes reducing waste and using renewable resources.

- Application of digital technology to pharmaceuticals: The application of digital technology, especially the use of artificial intelligence (AI) and data science, is accelerating in the pharmaceutical industry. Major pharmaceutical companies around the world use AI combined with big data to optimize the research and development process, helping to reduce costs and shorten the time to introduce new products to the market. The application of digital technology not only helps to optimize the research process but also opens up the possibility of producing personalized drugs, customized based on each patient's genetic data.

- Biopharmaceuticals and genetic technology: This is a new driving force for development, especially in the treatment of complex diseases such as cancer and autoimmune diseases. Biopharmaceuticals are expected to account for up to 50% of the global pharmaceutical market by 2025. In addition to biologics used in cancer treatment, large pharmaceutical corporations are investing heavily in stem cell technology in the hope of bringing breakthrough therapies for complex diseases for which there is currently no effective cure. According to Pharmaceutical Research and Manufacturers of America (PhRMA), it is expected that the global pharmaceutical industry's total spending on research and development in 2025 will reach \$230 billion, with a focus on gene technologies and gene editing techniques.

- Restructuring the supply chain: The COVID-19 pandemic has highlighted weaknesses in the global supply chain of the pharmaceutical industry. Many companies are facing shortages of raw materials and production disruptions. To solve this problem, manufacturers are turning to diversifying their sourcing and investing in domestic production.

- Strong growth in emerging markets: Emerging markets are becoming attractive destinations for pharmaceutical companies thanks to the growth in population and income. The pharmaceutical market in countries such as India, Brazil, and African countries is expected to have the fastest growth rate. The International Monetary Fund (IMF) forecasts that Asia will contribute up to 35% of total global pharmaceutical revenue by 2025 due to population growth and a sharp increase in healthcare demand.

- Collaboration between pharmaceutical and technology companies: The combination of pharmaceutical and technology companies will help improve the efficiency of the research process, as well as provide advanced medical solutions.

According to IQVIA's report, Vietnam's pharmaceutical market has a high growth rate with a total value of USD 3.4 billion in 2015 to USD 8.9 billion in 2024, equivalent to a compound growth rate of 10.5% over the period 2015 – 2024 and is expected to reach USD 10 billion in 2026. Vietnam currently has more than 238 drug factories that meet WHO-GMP standards, 17 factories that meet EU-GMP standards, mainly focusing on the production of generic drugs, 5,144 wholesale establishments and 66,727 drug retail establishments.

According to the assessment, Vietnam's pharmaceutical industry is currently close to level 3 according to the

WHO's 4-level classification scale. The trends in the global pharmaceutical industry are both challenges and development opportunities for Vietnamese pharmaceutical enterprises. In line with the passing of Law amending and supplementing a number of articles of the Law on Pharmacy by the National Assembly on November 21, 2024, the Ministry of Health is in the progress of formulating a draft Decree detailing and guiding the implementation of a number of articles of the Law on Pharmacy as well as amending a series of relevant circulars. This will not only contribute to removing obstacles, difficulties for pharmaceutical enterprises, but also encourage domestic enterprises to research and produce high-tech drugs, specialty drugs, essential drugs, medicinal drugs and traditional medicines produced from domestically available medicinal

materials; This will also help attract investment in production, research, receipt and transfer of technology for the production of high-tech drugs, specialized drugs, and brand name drugs, and at the same time increase the rate of proactively ensuring part of domestically produced raw materials, focusing on research and production of biological drug raw materials, medicinal ingredients from available medicinal materials in Vietnam. This creates an environment for the development of the pharmaceutical industry in the direction of becoming a spearhead industry focusing on science and technology, research and development, bringing sustainable benefits directly to patients and the Vietnamese healthcare system, contributing to the realization of the goals stated in Decision 376/QĐ-TTg dated March 17, 2021, Decision 1165/QĐ-TTg dated 09/10/2023 of the Prime Minister.

II. PLANNED TARGETS FOR 2025

To contribute to the achievement of the overall national 2025 GDP growth rate of 8% or more, creating a solid foundation to achieve a double-digit growth rate in the period of 2026 – 2030 as stated in Resolution No. 25/NQ-CP dated February 5, 2025 of the Government, Resolution No. 192/2025/QH15 dated February 19, 2025 of the National Assembly, Official Letter No. 2965/BTC-DNNN dated 12/3/2025 of the Ministry of Finance as well as implementing the direction of SCIC - the agency representing of the owner of State capital at Vietnam Pharmaceutical Corporation - in Official Letter No. 226/DTKDV-DT3 dated 04/3/2025 directing the capital representative on the development of revenue plans, Vinapharm's profit after tax in 2025 to grow by 8% at minimum; According to the forecast as above and on the basis of the 2025 business plan reports of member companies, Vietnam Pharmaceutical Corporation set out a number of planned targets in 2025 as follows:

Business plan targets for 2025

Unit: Million VND

No.	Target	Actual 2024		Planned 2025		Compared to previous year's actual (%)	
		Combined	Consolidated	Separated ⁴	Consolidated	Separated	Consolidated
1	Total revenue	314,586	5,812,218	326,661	5,970,246	104%	103%
2	Earnings before tax	245,768	509,232	272,950	465,131	111%	91%

1. Business results according to Separated Financial Statements

Assumptions:

- Sanofi Vietnam Joint Stock Company (SVN) and Sanofi – Synthelabo Vietnam Pharmaceutical Shareholding Company (SSV) will pay dividends in 2024 on all undistributed after-tax profit as of December 31, 2024 in 2025.

The increase in Vinapharm's ownership proportion in SVN to 30% is expected to be completed in the 2nd quarter of 2025.

- Dividends are paid by enterprises with Vinapharm's contributed capital in accordance with the plan approved at the 2024 Annual GMS or according to the updated report sent to Vinapharm.

- Vinapharm deploys Phase 1 of digitalization by upgrading information technology infrastructure.

- Vinapharm's dividend payout ratio in 2024 is 7% of the charter capital.

- The cost of making/writing off provisions for investments is excluded in this plan.

Total expected revenue for 2025 is VND 327 billion, up by 4% compared to 2024 actual; Earnings before tax is expected to be VND 273 billion, up by 11% compared to 2024 actual.

2. Business plan according to the Consolidated Financial Statements

The business plan according to the 2025 consolidated financial statements of Vietnam Pharmaceutical Corporation is built based on the data in the latest planning reports of member companies and assumes that the Corporation will increase its ownership proportion in SVN to 30% in the 2nd quarter of 2025 - resulting in SVN becoming an affiliated company as stated in the assumption of the business plan according to the separated financial statements.

Total expected revenue for 2025 is VND 5,970 billion, up by 3% compared to 2024 actual; Earnings before tax is expected to be VND 465 billion, down by 9% to 2024 actual. The main reason for the reduction of Vinapharm's consolidated earnings before tax planned target in 2025 is that Sanofi - Synthelabo Vietnam Pharmaceutical Shareholding Company is in the process of terminating operations.

² Report attached to Official Letter No. 2257/BTC-TCDN dated 25/02/2025 of the Ministry of Finance at the Government's Standing Meeting with state-owned enterprises.

³ Source: <https://vneconomy.vn/nhung-nhom-hang-xuat-khau-chu-luc-nao-cua-viet-nam-bi-anh-huong-boi-thue-doi-ung.htm>

⁴ Change the type of financial statements from the fiscal year 2025 due to the termination of the operation of the branch (Commercial Service Center for Pharmaceutical and Cosmetic Products -Vinapharm).



III. KEY TASKS THAT NEED TO BE PERFORMED

01

CONTINUE IMPLEMENTING THE CORPORATION RESTRUCTURING SCHEME

Continue the implementation of the Restructuring Scheme approved by the General Meeting of Shareholders on April 23, 2024.

02

FINANCIAL INVESTMENT

- Manage shareholders' equity at Vinapharm and Vinapharm's capital invested in member companies in accordance with the provisions of law and Vinapharm's Charter and regulations.
- Restructure the investment portfolio according to the Scheme approved by the GMS.
- Finalize the increase of Vinapharm's shareholding proportion at Sanofi Vietnam Joint Stock Company; Continue to maintain or increase shareholding proportion in the member companies with stable and efficient operating indicators, high dividend payout ratio and potential for future growth.
- Seeking investment opportunities in pharmaceutical firms besides the current subsidiaries and affiliates to optimize capital use and seize good investment opportunities in the market.

03

CONTINUING TO DEVELOP THE DISTRIBUTION SYSTEM PROJECT

Vinapharm is actively discussing, negotiating with its partners on opportunities to collaborate and distribute their products in Vietnam, which serves as the premise to deploy investment to develop a distribution system.

04

STRENGTHENING INTERNATIONAL COOPERATION

Vinapharm continues to proactively and effectively engage in comprehensive and extensive international integration with partners, particularly pharmaceutical and biopharmaceutical corporations from Europe, the United States, and several countries in the region, with the aim to: Vinapharm continues to actively extend relationship with international partners, particularly pharmaceutical/biopharmaceutical corporations from developed countries such as USA, Korea, with the aim to: (i) Seeking cooperation opportunities related to the transfer of generic drugs, transfer of drug manufacturing technology and/or biopharmaceutical products, transferring products to enterprises with capital contributions from Vietnam Pharmaceutical Corporation or other Vietnam pharmaceutical companies to produce with the goal that Vietnamese people can access to high-quality pharmaceutical sources, with high standards and reasonable price and/or; (ii) Search for suitable products for Vinapharm's subsidiaries to distribute in Vietnam.

05

ORGANIZING CONFERENCES, SHORT-TERM INTERNAL TRAINING

- Hold the Capital Representative Conference, 2024 Business Review & 2025 Business Planning.
- Coordinate with the Drug Administration of Vietnam to continue to organize the (fourth) Ministry of Health and Pharmaceutical Enterprises Dialog according to the direction of the Ministry of Health to continue seeking measures to promote manufacturing and business activities of Vietnamese pharmaceutical enterprises.
- Organize/Coordinate to organize some conferences, workshops, internal training courses to update knowledge, new regulations, exchange experience to ensure compliance to legal and industry regulations, enhancing the Corporation's governance efficiency.

06

PERFORMING OTHER KEY ASSIGNMENTS

- Contribute ideas to the development and consolidation of pharmaceutical industry management policies and legal documents in pursuant to the direction of the Ministry of Health.
- Disclose complete and accurate information to the public in accordance with the laws.
- Deploying and applying digital technology and green transition in Vinapharm's operations to drive growth.



IV. IMPLEMENTATION MEASURES

1. FINANCIAL MEASURES

- Review and plan cash flow to improve efficiency and meet financial requirements for investment portfolio restructuring.
- Develop a reasonable dividend policy to ensure maintaining income for shareholders and investment goals of Vinapharm.
- Through the Representatives, Vinapharm instructs its subsidiaries to regularly monitor the market and consult with financial advisors to obtain forecasts and insights on exchange rate fluctuations; to select favorable exchange rates at the time of payment; to diversify supply sources and avoid overreliance on a single foreign currency; to negotiate contracts in fixed exchange rates to mitigate exchange rate risks at the time of settlement; and to develop financial plans with flexible exchange rate scenarios and/or utilize financial hedging instruments.

2. HUMAN RESOURCES

- Continue to review, assess, assign personnel, consolidate the organization apparatus towards leanness, efficiency and effectiveness.
- Adopt cutting-edge corporate governance models, good practices.
- Improve human resource quality by promoting training, improving skills and professional expertise for workers, having policies to encourage workers to innovate working methods to improve business efficiency and optimize labor productivity.
- Focus on completing the development of KPIs policy associated with bonus distribution mechanism and 3P salary payment structure.

3. INVESTMENT

3.1. Financial investment

- Amend, supplement Management Regulations on Corporation's Capital Representatives in companies with contributed capital.
- Execute measures to restructure investment portfolio according to the approved Restructuring Scheme.

3.2. Regarding utilization of land fund

Update of the situation, closely follow the directions of State management agencies to execute the change in owner's name on Land Use Rights Certificates and develop plans to effectively make use of Vinapharm's properties.

4. STRENGTHENING INTERNATIONAL COOPERATION, COOPERATION WITH FOREIGN PARTNERS AND OTHER MEMBER COMPANIES

Continue to promote investment cooperation with member enterprises of Vinapharm in seeking investment opportunities, receiving transfer of original brand name drugs, and technology for producing drugs with high-tech dosage forms from pharmaceutical enterprises in developed countries around the world. Seeking partners to establish pharmaceutical/biopharmaceutical manufacturing facilities in Vietnam.

5. REGULARLY UPDATING NEW LEGAL DOCUMENTS AND POLICIES OF THE MINISTRY OF HEALTH AND OTHER RELEVANT AGENCIES

Closely follow the direction of the Government, the Ministry of Health and relevant departments and agencies in guiding the implementation of the Program to Develop the Pharmaceutical Industry and Domestically Produced Medicinal Materials to 2030, with a vision to 2045, which focuses on prioritizing content and measures on preferential policies for the manufacturing and supply of specialized drugs, drugs with special dosage forms, and research on drugs derived from medicinal herbs that carry national brands, and planning of a professional, modern and effective distribution system.

6. RESEARCH, DEPLOY AND APPLY DIGITAL TECHNOLOGY into practical operations of Vinapharm and its member companies; Applying high quality and technical standards and modern management models contributes to creating sustainable and secure business values. In the context of fierce competition and the rapid advancement of the scientific and technological revolution, digital transformation is both urgent and essential for business survival. It enhances competitiveness by optimizing governance, reducing costs, increasing profitability, accelerating customer interaction, and improving customer care and service policies.

In 2025, Vietnam Pharmaceutical Corporation will strive to achieve a minimum pre-tax profit growth of 8% according to its separate financial statements, establishing a strong foundation for double-digit growth during the 2026–2030 period, in line with Directive No. 09/CT-TTg dated March 21, 2025, issued by the Prime Minister. This goal also serves as an important step in preparation for the Corporation's 55th anniversary in 2026.

Above is the report of the Board of Management on the business results in 2024, as well as targets for performance in 2025.

On behalf of Vinapharm Board of Management and all staff, I would like to express my appreciation to the Ministry of Health, State Capital and Investment Corporation for your companionship, listening and support, creating favorable conditions for Vinapharm to make the most out of our potential and position as the only pharmaceutical corporation having controlling shareholding by the State. I would like to express my sincere gratitude to our valued Shareholders, Investors, Customers, Partners, the Board of Directors and the entire Vinapharm staff for always trusting and accompanying for a safe, sustainable and effective development of Vinapharm, "steadily entering the era of national robust growth".

**GENERAL DIRECTOR**
Hàn Thị Khanh Vinh

MỞ RỘNG HỢP TÁC QUỐC TẾ



MOU Exchange Ceremony between Vinapharm and Celltrion, witnessed by Prime Minister Nguyen Minh Chinh and Members of Vietnam High-level Delegation



Ms. Han Thi Khanh Vinh - Vinapharm BOD Member, General Director and Mr. Hyoung Ki Kim - Celltrion Vice Chairman, General Director meeting Prime Minister Pham Minh Chinh



Working sessions with international partners in 2024



REPORT ON PERFORMANCE OF THE INDEPENDENT MEMBER OF THE BOARD OF DIRECTORS IN THE AUDIT COMMITTEE

I. APPARATUS AND PERFORMANCE OF THE AUDIT COMMITTEE

1. MEMBERS, STRUCTURE OF THE AUDIT COMMITTEE

Audit Committee is directly under the BOD, comprising of two (02) members as follows:

No.	Full name	Job title	Position	Start/End date of holding the position in the Audit Committee
1	Mr. Do Manh Cuong	Independent BOD member	Chairman of Audit Committee	25/06/2024
2	Mr. Tran Duc Hung	BOD Vice Chairman	Audit Committee member	25/06/2024

2. OPERATION MECHANISM OF THE AUDIT COMMITTEE

The Audit Committee operates in accordance to the Regulation on Operation of the Audit Committee issued by the BOD in compliance with the currently effective legal regulations and Vinapharm's Charter.

3. AUDIT COMMITTEE MEETINGS

No.	Full name	Number of meetings attended	Attendance rate	Reason(s) for not attending
1	Mr. Do Manh Cuong	1	100%	
2	Mr. Tran Duc Hung	1	100%	

4. SALARY, OPERATION EXPENDITURE AND OTHER BENEFITS FOR THE AUDIT COMMITTEE AND EACH AUDIT COMMITTEE MEMBER

- Salary of each Audit Committee member: As presented in the BOD's report.
- The Audit Committee's operation expenditure complies to the internal regulations of Vietnam Pharmaceutical Corporation.

5. THE SUPERVISION OF AUDIT COMMITTEE ON THE PERFORMANCE OF THE BOD, GENERAL DIRECTOR AND BOARD OF MANAGEMENT

- The Audit Committee supervises governance issues through meetings, discussion, methods of issuing BOD's resolutions, the observance of resolutions of the GMS and BOD.
- The supervisory activities of the Audit Committee are implemented in a variety of ways through reporting channels and interaction with the General Director, Chief Accountant, Head of the Internal Audit Department as well as independent audit firm.
- While performing its tasks, the Audit Committee always coordinates well with the BOD members, General Director, Board of Management, Heads/Deputy Heads of Departments/Divisions and always have the cooperations form such stakeholders.

II. SUPERVISION RESULTS OF THE AUDIT COMMITTEE

1. IMPLEMENTATION OF THE BOD'S RESOLUTIONS

- All matters under the authority of the BOD are discussed openly and democratically. Matters are carefully and thoroughly evaluated to make decisions before promulgating the resolutions. The Board of Management always aligns with and implement fully the resolutions and decisions of the BOD.

2. FINANCIAL STATEMENTS

- The Audit Committee has reviewed the quarterly, semi-annual and annual financial statements of 2024 on the basis of the financial statements prepared by Vinapharm and the audited financial statements by the independent auditor. In addition, the Board of Management makes quarterly reports to the Audit Committee on key issues on financial activities as well as the accounting system and major issues that need attention.
- The financial statements for 2024 are prepared and presented in honest manner, in accordance with Vietnamese accounting standards and current regulations; It reflects fully the financial situation and business activities of Vinapharm.
- In the fiscal year 2024, Vinapharm consistently applies accounting policies and is assessed appropriate to the Corporation's operational characteristics, no material changes are recorded.
- No material errors, fraud or potential fraud risks are detected on the financial statements.
- Transactions with associated parties comply with the provisions of law and the Charter of the Corporation, and no problems are detected to be noted.

3. INTERNAL AUDITING

- Internal auditing continues to be an effective defense layer in the Corporation's risk management system. The approach and audit procedures in the practice of the Internal Audit Division are appropriate and comply with the legal regulations on internal auditing and the Corporation's regulations on internal auditing activities. Internal Audit Division is provided with appropriate human resources and budget to meet audit requirements.

- The annual audit plan is formulated on the principle of monitoring closely the material risks in the Corporation's operations. The internal auditors consults and discusses with the Board of Management before making plan and submitting the annual audit plan to the BOD.

- The Internal Audit Division maintain a regular and continual communication with the line departments and divisions, Board of Management and Audit Committee throughout the process of providing service, consolidating and issuing reports.

- In its reports, the Internal Audit Division regularly makes recommendations to support the Corporation and its subsidiaries to adjust and supplement measures and solutions to prevent and improve the effectiveness of risk control and management.

- At the end of the 2024 fiscal year, the Internal Audit Division has technically completed the plan according to the expected timeline and resources.

4. INDEPENDENT AUDITING SERVICE

In 2024, Ernst & Young Vietnam Co., Ltd. has been re-appointed by Vinapharm BOD to provide annual financial statements audit services for the Corporation and its subsidiaries. Apart from independent auditing services, Ernst & Young does not provide any other professional services.

The Audit Committee assesses that Ernst & Young has completed its tasks, fully fulfilled its obligations and responsibilities under the audit contract signed with Vinapharm; Ensure the reliability, honesty and quality of the audited financial statements; comply with the audit deadline as prescribed; comply with professional regulations, ensure independence and objectivity when giving audit opinions.

Sincerely thank you!

INDEPENDENT BOD MEMBER
CHAIRMAN OF AUDIT COMMITTEE

(Signed)

Do Manh Cuong

Proliferation of endogenous stem cells

OLIMPIQ SXC 250% SL CAPSULES A + B

Safe - Organic - GMO free

Body regeneration - Anti-aging,

Disease resistance - Youth maintenance

PROTECT YOURSELF AND YOUR FAMILY RIGHT NOW



Allergen free



100% natural, GMO free



Capsule A

PROTECTS HEALTHY STEM CELLS

With extracts from Radix Astragali, Inulin, Astragalus root extract Astragaloside, Chromium and Flavin 77 mixture.

- Flavonoid-rich substances
- Anti-oxidants
- Reduction of free radicals
- Bacterial resistance
- Reduction of cancer risk

Capsule B

PROMOTES PROLIFERATION OF ENDOGENOUS STEM CELLS BY 2.5 TIMES

With extracts from Hempseed, L-carnitine, Ganoderma Lucidum, NADH, L-arginine, Q10 co-enzyme, Chlorophyll, Spirulina, Fucoïdan, Corn silk and Lycium

- Proliferation of endogenous stem cells



USER MANUAL



FOR PEOPLE RECEIVING TREATMENT OR IN THE PROCESS OF RECOVERY

Maximum: 3 doses/day
(1 A Capsule+ 1 B Capsule)/dose



FOR PEOPLE WANTING TO MAINTAIN AND IMPROVE HEALTH

1 - 2 doses/day
(1 A Capsule + 1 B Capsule)/dose

NOTE:

Best taken before breakfast, helps the body to stay awake, since the body is more active during the day and the need to use stem cells is higher. Could cause sleeping difficulties when taken at night in some patients

Should be taken 15-20 minutes before a meal since it is best absorbed in the small intestine.



CONSOLIDATED FINANCIAL STATEMENTS 2024

THE CORPORATION

Vietnam Pharmaceutical Corporation (“the Corporation”) was transformed from a state-owned one-member limited liability company to a joint stock company from 8 December 2016 in pursuant to the Enterprise Registration Certificate for joint stock company No. 0100109385 issued by Hanoi Department of Planning and Investment, with the 7th amendment dated 25 February 2025 as the latest.

The principal activities in the current year of the Corporation are presented in Note 1 - General information of the Corporation.

The Corporation has a head office located at 12 Ngo Tat To, Van Mieu – Quoc Tu Giam ward, Dong Da district, Hanoi, Vietnam and the following dependent units as follows:

Name	Address
Head Office	12 Ngo Tat To street, Van Mieu – Quoc Tu Giam ward, Dong Da district, Hanoi
Center for Research and Development of Pharmaceutical Science and Technology (*)	160 Ton Duc Thang street, Dong Da district, Hanoi
Representative office of Vietnam Pharmaceutical Corporation in Ho Chi Minh City	126A Tran Quoc Thao Street, district 3, Ho Chi Minh City
Center for Cosmetic and Pharmaceutical Trade Service (**)	12 Ngo Tat To street, Van Mieu – Quoc Tu Giam ward, Dong Da district, Hanoi

(*) On 3 July 2024, the Corporation’s Board of Directors issued Decision No. 060/QĐ-TCTD to cease the operations of the Center for Research and Development of Pharmaceutical Science and Technology.

On 18 December 2024, the Ministry of Health issued Decision No. 3804/QĐ-BYT regarding the revocation of the Certificate of Eligibility for Pharmaceutical Business of Vietnam Pharmaceutical Corporation at the business location: Center for Research and Development of Pharmaceutical Science and Technology, with the scope of business being Bioequivalence Testing Services for drugs; drug and pharmaceutical raw material testing services.

(**) On 25 June 2024, the Corporation’s Board of Directors issued Decision No. 057/QĐ-TCTD to cease the operations of the Center for Cosmetic and Pharmaceutical Trade Service.

On 26 November 2024, the Business Registration Office - Department of Planning and Investment of Hanoi issued Notification No. 1467058/24 regarding the termination of the operations of the branch/business location of the Center for Cosmetic and Pharmaceutical Trade Service.



REPORT OF MANAGEMENT

BOARD OF DIRECTORS

Members of the Board of Directors during the year and at the date of this report are:

- Mr. Dinh Xuan Han Chairman
- Mr. Tran Duc Hung Vice Chairman
- Ms. Han Thi Khanh Vinh Member
- Mr. Tran Van Hai Member
- Mr. Do Manh Cuong Independent member Appointed on 23 April 2024
- Ms. Nguyen Hong Nhung Member Resigned on 23 April 2024
- Ms. Pham Thi Xuan Huong Member Resigned on 23 April 2024

BOARD OF SUPERVISION

In accordance with the Resolution of Annual General Meeting of Shareholders on 23 April 2024, the Shareholders' Meeting of the Corporation approved the change in the operating model, whereby the Board of Supervision was abolished and members of the Board of Supervision of Vietnam Pharmaceutical Corporation were dismissed, and established Audit Committee under the Board of Directors. Members of the Board of Supervision during the year and until the date of change in the operating model are as follows:

- Mr. Nguyen Van Khai Head Resigned on 23 April 2024
- Ms. Ngo Thi Bich Thao Member Resigned on 23 April 2024
- Ms. Hoang Dieu Linh Member Resigned on 23 April 2024
- Ms. Kieu Thi Minh Hong Member Resigned on 23 April 2024

AUDIT COMMITTEE

Members of the Audit Committee during the year and at the date of this report are:

- Mr. Do Manh Cuong Head Appointed on 25 June 2024
- Mr. Tran Duc Hung Member Appointed on 25 June 2024

INTERNAL AUDIT

Members of the Internal Audit during the year and at the date of this report are:

- Ms. Nguyen Thuy Dung Head
- Ms. Nguyen Thi Thuy Deputy Head Appointed on 1 January 2024
- Mr. Phi Ngoc Tu Member

MANAGEMENT

Member of the management during the year and at the date of this report is:

- Ms. Han Thi Khanh Vinh General Director

LEGAL REPRESENTATIVE

The legal representative of the Corporation during the year and at the date of this report is Ms. Han Thi Khanh Vinh – General Director.

AUDITORS

The auditor of the Corporation is Ernst & Young Vietnam Limited.

Management of Vietnam Pharmaceutical Corporation ("the Corporation") is pleased to present this report and the consolidated financial statements of the Corporation and its subsidiaries for the year ended 31 December 2024.

MANAGEMENT'S RESPONSIBILITY IN RESPECT OF THE CONSOLIDATED FINANCIAL STATEMENTS

Management is responsible for the consolidated financial statements of each financial year which give a true and fair view of the consolidated financial position of the Corporation and its subsidiaries, and of the consolidated results of its operations and its consolidated cash flows for the year. In preparing those consolidated financial statements, management 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; and
- ▶ prepare the consolidated financial statements on the going concern basis unless it is inappropriate to presume that the Corporation and its subsidiaries will continue their business.

Management is responsible for ensuring that proper accounting records are kept which disclose, with reasonable accuracy at any time, the consolidated financial position of the Corporation and its subsidiaries and to ensure that the accounting records comply with the applied accounting system. It is also responsible

for safeguarding the assets of the Corporation and its subsidiaries and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Management confirmed that it has complied with the above requirements in preparing the accompanying consolidated financial statements.

STATEMENT BY MANAGEMENT

Management does hereby state that, in its opinion, the accompanying consolidated financial statements give a true and fair view of the consolidated financial position of the Corporation and its subsidiaries as at 31 December 2024, and of the consolidated results of its operations and its consolidated cash flows for the year then ended in accordance with Vietnamese Accounting Standards, Vietnamese Enterprise Accounting System and the statutory requirements relevant to the preparation and presentation of the consolidated financial statements.

For and on behalf of the management:



GENERAL DIRECTOR

Han Thi Khanh Vinh



INDEPENDENT AUDITORS' REPORT

To: The Shareholders of Vietnam Pharmaceutical Corporation

We have audited the accompanying consolidated financial statements of Vietnam Pharmaceutical Corporation ("the Corporation") and its subsidiaries as prepared on 31 March 2025 and set out on pages 6 to 58, which comprise the consolidated balance sheet as at 31 December 2024, the consolidated income statement and the consolidated cash flow statement for the year then ended and the notes thereto.

Management's responsibility

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

Auditors' 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 audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Corporation and its subsidiaries' preparation and fair presentation of the consolidated 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 and its subsidiaries' internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the management, 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.

Opinion

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

Emphasis of matter

We draw attention to Note 33 to the consolidated financial statements which described the Corporation's restatement of certain corresponding figures on the consolidated financial statements for the year ended 31 December 2024 to correct prior years' accounting errors.

Our opinion is not modified in respect of this matter.

Ernst & Young Vietnam Limited



Bui Anh Tuan
Deputy General Director
Audit Practising Registration
Certificate No. 1067-2023-004-1

Le Minh Tung
Auditor
Audit Practising Registration
Certificate No. 4656-2023-004-1

Hanoi, Vietnam
31 March 2025

CONSOLIDATED BALANCE SHEET

as at 31 December 2024

Currency: VND

Code	ASSETS	Notes	Ending balance	Beginning balance (Restated)
A. CURRENT ASSETS	100		4,363,155,594,686	4,230,308,305,454
I. Cash and cash equivalent	110	4	289,066,457,419	104,326,275,471
1. Cash	111		38,216,457,419	104,326,275,471
2. Cash equivalent	112		250,850,000,000	-
II. Short-term investments	120		755,670,000,000	923,250,000,000
1. Held-for-trading securities	121		50,000,000	50,000,000
2. Held-to-maturity investments	123	5	755,620,000,000	923,200,000,000
III. Current accounts receivables	130		1,645,686,451,677	1,777,793,178,422
1. Short-term trade receivables	131	6.1	1,584,946,177,850	1,630,044,132,614
2. Short-term advances to suppliers	132	6.2	31,594,615,967	79,705,856,532
3. Other short-term receivables	136	7	70,199,563,270	98,024,330,200
4. Provision for doubtful short-term receivables	137	6.3	(41,053,905,410)	(29,981,140,924)
IV. Inventories	140	9	1,633,236,624,658	1,393,882,339,144
1. Inventories	141		1,662,817,347,953	1,455,677,935,903
2. Provision for obsolete inventories	149		(29,580,723,295)	(61,795,596,759)
V. Other current assets	150		39,496,060,932	31,056,512,417
1. Short-term prepaid expenses	151	14	2,952,155,410	4,062,106,436
2. Value-added tax deductible	152		34,106,724,260	25,199,128,016
3. Tax and other receivables from the State	153	16	2,437,181,262	1,795,277,965

CONSOLIDATED BALANCE SHEET

as at 31 December 2024

Currency: VND

Code	ASSETS	Notes	Ending balance	Beginning balance (Restated)
B. NON-CURRENT ASSETS	200		2,092,302,291,116	1,997,719,856,284
I. Long-term receivables	210		708,299,536	1,679,363,153
1. Other long-term receivables	216		708,299,536	1,679,363,153
II. Fixed assets	220		281,174,501,833	301,185,969,376
1. Tangible fixed assets	221	10	174,474,438,246	191,517,889,557
- Cost	222		518,506,151,736	531,716,246,559
- Accumulated depreciation	223		(344,031,713,490)	(340,198,357,002)
2. Intangible fixed assets	227	11	106,700,063,587	109,668,079,819
- Cost	228		129,518,873,145	129,525,067,295
- Accumulated amortisation	229		(22,818,809,558)	(19,856,987,476)
III. Investment properties	230	12	35,759,475,749	48,454,214,452
1. Cost	231		45,821,328,558	54,127,793,109
2. Accumulated depreciation	232		(10,061,852,809)	(5,673,578,657)
IV. Long-term assets in progress	240		800,200,000	309,000,001
1. Construction in progress	242	13	800,200,000	309,000,001
V. Long-term investments	250	14	1,738,533,518,151	1,611,921,272,659
1. Investments in associates	252		987,874,650,144	864,584,333,252
2. Investments in other entities	253		870,823,455,837	870,823,455,837
3. Provision for long-term financial investments	254		(120,164,587,830)	(123,486,516,430)
VI. Other long-term assets	260		35,326,295,847	34,170,036,643
1. Long-term prepaid expenses	261	14	30,710,483,029	30,290,870,690
2. Deferred tax assets	261	28.3	4,615,812,818	3,879,165,953
TOTAL ASSETS	270		6,455,457,885,802	6,228,028,161,738

CONSOLIDATED BALANCE SHEET

as at 31 December 2024

Currency: VND

Code	ASSETS	Notes	Ending balance	Beginning balance (Restated)
C. LIABILITIES	300		2,945,521,946,922	2,991,141,955,959
I. Current liabilities	310		2,914,045,605,262	2,929,807,381,807
1. Short-term trade payables	311	15.1	1,555,881,211,506	1,612,714,150,516
2. Short-term advances from customers	312	15.2	22,610,280,609	36,185,896,078
3. Statutory obligations	313	16	52,276,416,801	58,976,530,946
4. Payables to employees	314		26,686,757,010	26,051,170,476
5. Short-term accrued expenses	315	17	10,469,639,652	8,072,477,815
6. Short-term unearned revenues	318		2,366,571,045	2,833,299,954
7. Other short-term payables	319	18	21,093,076,654	38,835,340,150
8. Short-term loans	320	20	1,207,514,630,352	1,136,785,114,278
9. Bonus and welfare fund	322	19	15,147,021,633	9,353,401,594
II. Non-current liabilities	330		31,476,341,660	61,334,574,152
1. Long-term trade payables	331	15.1	-	30,000,000,000
2. Long-term unearned revenues	336		198,575,812	248,219,692
3. Other long-term payables	337		1,082,000,000	492,000,000
4. Long-term loans	338	20	30,195,765,848	30,594,354,460
D. OWNERS' EQUITY	400		3,509,935,938,880	3,236,886,205,779
I. Capital	410	21	3,509,935,938,880	3,236,886,205,779
1. Issued share capital	411		2,370,000,000,000	2,370,000,000,000
- Shares with voting rights	411a		2,370,000,000,000	2,370,000,000,000
2. Other owners' capital	414		57,597,010,408	57,739,257,171
3. Asset revaluation reserve	416		(388,400,444,386)	(388,400,444,386)
4. Foreign exchange differences reserve	417		(9,010,862)	(5,896,797,638)
5. Investment and development fund	418		416,297,582,809	349,450,358,079
6. Other funds belonging to owners' equity	420		982,723,327	982,699,119
7. Undistributed earnings	421		792,862,397,827	616,315,629,334
- Undistributed earnings by the end of prior year	421a		376,684,564,188	285,329,760,005
- Undistributed earnings of the current year	421b		416,177,833,639	330,985,869,329
8. Non-controlling interests	429		260,605,679,757	236,695,504,100
TOTAL LIABILITIES AND OWNERS' EQUITY	440		6,455,457,885,802	6,228,028,161,738

CONSOLIDATED INCOME STATEMENT

for the year ended 31 December 2024

Currency: VND

Code	ITEMS	Notes	Current year	Previous year (Restated)
1.	Revenue from sale of goods and rendering of services	23.1	5,529,361,265,970	5,609,381,373,967
2.	Deductions	23.1	(7,559,820,824)	(26,161,956,751)
3.	Net revenue from sale of goods and rendering of services	23.1	5,521,801,445,146	5,583,219,417,216
4.	Cost of goods sold and services rendered	24	(4,929,091,343,194)	(4,995,959,428,103)
5.	Gross profit from sale of goods and rendering of services	20	592,710,101,952	587,259,989,113
6.	Finance income	23.2	258,183,825,320	283,935,508,426
7.	Finance expenses	25	(103,707,004,784)	(151,669,291,975)
	- In which: Interest expenses	23	(53,512,208,376)	(73,591,520,970)
8.	Share of profit of associates	13.1	158,812,167,035	104,041,438,698
9.	Selling expenses	26	(273,971,995,546)	(263,496,627,110)
10.	General and administrative expenses	26	(148,968,624,888)	(143,360,342,746)
11.	Operating profit	30	483,058,469,089	416,710,674,406
12.	Other income	28	32,233,029,195	1,067,601,572
13.	Other expenses	28	(6,059,591,347)	(6,557,114,660)
14.	Other profit/(loss)	28	26,173,437,848	(5,489,513,088)
15.	Accounting profit before tax	50	509,231,906,937	411,221,161,318
16.	Current corporate income tax expenses	29.1	(37,257,614,229)	(37,815,662,225)
17.	Deferred tax (expense)/income	29.3	(3,879,165,953)	3,879,165,953
18.	Net profit after tax	60	468,095,126,755	377,284,665,046
19.	Net profit after tax attributable to shareholders of the parent	61	420,814,703,639	337,506,110,114
20.	Net profit after tax attributable to non-controlling interests	62	47,280,423,116	39,778,554,932
21.	Basic earnings per share	31	1,729	1,355
22.	Diluted earnings per share	31	1,729	1,355

Người lập

31 March 2025

Nguyen Thi Hang
Preparer

Lu Thi Khanh Tran
Chief accountant



Han Thi Khanh Vinh
General Director

Người lập

31 March 2025

Nguyen Thi Hang
Preparer

Lu Thi Khanh Tran
Chief accountant



Han Thi Khanh Vinh
General Director

CONSOLIDATED CASH FLOW STATEMENT

for the year ended 31 December 2024

Currency: VND

Code	ITEMS	Notes	Current year	Previous year (Restated)
I. CASH FLOWS FROM OPERATING ACTIVITIES				
Accounting profit before tax	1		509,231,906,937	411,221,161,318
<i>Adjustments for:</i>				
Depreciation of tangible fixed assets and investment properties and amortisation of intangible fixed assets and allocated prepaid land rental fee	2	10, 11, 12, 14	30,287,335,588	29,920,055,326
(Reversal of provisions)/provisions	3		(23,133,111,141)	78,531,652,725
Foreign exchange losses arisen from revaluation of monetary accounts denominated in foreign currencies	4		3,572,992,533	9,807,634,407
Profits from investing activities	5		(393,977,695,232)	(335,829,415,132)
Interest expenses	6	25	53,512,208,376	73,591,520,970
Operating profit before changes in working capital	8		179,493,637,061	267,242,609,614
Decrease in receivables	9		107,313,509,153	51,327,979,197
Increase in inventories	10		(208,470,338,487)	(91,409,170,058)
Decrease in payables	11		(96,418,199,292)	(219,309,301,028)
Increase in prepaid expenses	12		(330,907,582)	(1,234,148,544)
Interest paid	14		(54,272,979,989)	(73,224,113,550)
Corporate income tax paid	15	16	(46,478,013,595)	(32,326,519,807)
Other cash outflows from operating activities	17	19	(16,351,232,784)	(11,842,537,811)
Net cash flows used in operating activities	20		(135,514,525,515)	(110,775,201,987)

CONSOLIDATED CASH FLOW STATEMENT

for the year ended 31 December 2024

Currency: VND

Code	ITEMS	Notes	Current year	Previous year (Restated)
II. CASH FLOWS FROM				
Purchase, construction of fixed assets and other long-term assets	21		(8,159,728,768)	(8,743,563,355)
Proceeds from disposals of fixed assets and other long-term assets	22		23,704,343,391	895,085,768
Loans to other entities and payments for purchase of debt instruments of other entities	23		(1,036,120,000,000)	(690,000,000,000)
Collections from borrowers and proceeds from sale of debt instruments of other entities	24		1,203,700,000,000	401,300,000,000
Payments for investment in other entities	25		-	(8,073,000,000)
Proceeds from sale of investments in other entities	26		-	44,699,404,000
Interest and dividends received	27		252,996,496,785	264,196,414,703
Net cash flows from investing activities	30		436,121,111,408	4,274,341,116
III. CASH FLOWS FROM FINANCING ACTIVITIES				
Drawdown of borrowings	33		3,518,443,336,598	3,332,591,676,691
Repayment of borrowings	34		(3,448,112,409,136)	(3,189,366,027,011)
Dividends paid, profit distributed to equity holders of the parent and non-controlling interests	36		(185,840,109,719)	(15,238,931,000)
Net cash flows (used in)/from financing activities	40		(115,509,182,257)	127,986,718,680
Net increase in cash for the year	50		185,097,403,636	21,485,857,809
Cash at the beginning of the year	60		104,326,275,471	83,454,372,400
Impact of exchange rate fluctuation	61		(357,221,688)	(613,954,738)
Cash and cash equivalents at the end of the year	70	4	289,066,457,419	104,326,275,471

Người lập



Nguyen Thi Hang
Preparer

31 March 2025



Lu Thi Khanh Tran
Chief accountant



Han Thi Khanh Vinh
General Director



VINAPHARM



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