

No.25 CENTRAL PHARMACEUTICAL JSC
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Ho Chi Minh City, Vietnam

SOCIALIST REPUBLIC OF VIETNAM

Independence - Freedom - Happiness

Number: 205- BC/DPTW25
Explaining fluctuations in income statement

Ho Chi Minh City, 14th August 2025

**Att: - State Securities Commission of Vietnam;
- Hanoi Stock Exchange**

No.25 Central Pharmaceutical Joint Stock Company (Stock code: UPH) explains changes in business results for the First 6 months of the year 2025 compared to First 6 months of the year 2024 as follows:

Items	First 6 months of the year 2025	First 6 months of the year 2024	Increase/ Decrease	percentage %
Net revenue	39,369,353,164	59,489,529,694	(20,120,176,530)	-33,82%
Cost of goods sold and services rendered	34,812,310,488	51,076,406,729	(16,264,096,241)	-31,84%
Gross profit	4,557,042,676	8,413,122,965	(3,856,080,289)	-45,83%
Finance Profit	1,323,559,470	1,026,175,119	297,384,351	28,98%
Other Profit	(3,000,000)	(1,417,350)	(1,582,650)	111,66%
Selling expenses	404,335,569	761,493,111	(357,157,542)	-46,90%
General and administrative expenses	5,188,720,612	7,162,325,342	(1,973,604,730)	-27,56%
Accounting profit before tax	284,545,965	1,514,062,281	(1,229,516,316)	-81,21%
Net profit after tax	178,776,772	1,512,775,281	(1,333,998,509)	-88,18%

Explain:

Profit after tax (PBT) of the first 6 months (06M) of 2025 decreased compared to the first 6 months (06M) of 2024 by VND 1,334 billion (equivalent to a decrease of 88.18%), with the following main reasons:

Mainly due to the revenue in the first 6 months of 2025 decreasing by 33.82% while the cost of goods sold only decreased by 31.84%, which is not corresponding (the reason is that fixed production costs remain unchanged but also increase due to State regulations such as office land rent increasing by 191%, production land rent increasing by 10%, electricity costs increasing,...), causing gross profit to decrease by VND 3.85 billion. Although financial profit increased by VND 297 million, while selling expenses and administrative expenses decreased by VND 357 million and VND 1.97 billion, respectively, it was not enough to offset the decrease in gross profit, causing pre-tax profit in the first 6 months of 2025 to only VND 284.5 million, a sharp decrease compared to the same period of VND 1.23 billion (equivalent to a decrease of 81.21%) and the Company recorded deferred corporate income tax, so after-tax profit was only VND 178 million, a decrease of VND 1.33 billion (equivalent to a decrease of 88.18%).

Revenue for the first 6 months of 2025 decreased compared to the same period of 2024 mainly due to low purchasing power in the first half of the year, and due to the tightening of policies to control counterfeit drugs in the market, which temporarily affected the Company's overall trading activities.

We commit that the information published above is true and are fully responsible before the law for the information published.

Best Regards,



GENERAL DIRECTOR

Nguyen Manh Hai