

Farmavet SA		Buget Annual 2023		Actual 2022		Var		Var %	
Annual budget 2023		Moneda de raportare: RON		Buget 2023	Actual 2022	Var	Var %		
Currency: RON									
Profit & Loss Account	Cont de profit si pierdere	B 2023	ACT 2022	B 23 vs Act 22					%
Drugs and others	Medicamente si Altele	235.560	188.944	46.616					25%
Vaccines	Vaccinuri	20.029	15.597	4.433					28%
Fodder	Furaje	74.609	67.380	7.230					11%
Services	Servicii	222	0	222					
<b>GROSS SALES VALUE</b>	<b>Cifra de afaceri bruta</b>	<b>330.420</b>	<b>271.920</b>	<b>58.500</b>					<b>22%</b>
<b>Total Discount</b>	<b>Discount</b>	<b>(7.798)</b>	<b>(4.259)</b>						
<i>Discount as % of Revenues</i>	<i>Discount ca % din cifra de afaceri bruta</i>	<i>-2%</i>	<i>-2%</i>						
<b>NET SALES VALUE</b>	<b>Cifra de afaceri neta</b>	<b>322.622</b>	<b>267.661</b>	<b>54.962</b>					<b>21%</b>
Cost of merchandise, Raw & Packaging Mater	Cost cu marfurile, materiile prime si ambalajele	(229.269)	(212.060)	(17.209)					8%
Production Costs (Direct & Overheads)	Costuri de productie, directe si indirecte	-	-	-					
<b>COST OF GOODS SOLD excl. D&amp;A</b>	<b>Costul bunurilor vandute</b>	<b>(229.269)</b>	<b>(212.060)</b>	<b>(17.209)</b>					<b>8%</b>
<b>GROSS MARGIN (GM)</b>	<b>MARJA NETA (GM)</b>	<b>93.354</b>	<b>55.601</b>	<b>37.753</b>					<b>68%</b>
<i>GM as % of net sales</i>	<i>GM din cifra de afaceri neta</i>	<i>29%</i>	<i>21%</i>						
Sales & Marketing costs	Costuri vanzari si marketing	(51.272)	(48.763)	(2.509)					5%
Supply Chain costs	Costuri de logistica si depozitare	(26.978)	(25.149)	(1.829)					7%
Regulatory costs	Costuri de asigurarea calitatii si conformitatii	(957)	(1.060)	103					-10%
G&A costs	Costuri general administrative	(12.312)	(11.093)	(1.219)					11%
<b>Total operating expenses</b>	<b>TOTAL COSTURI OPERATIONALE</b>	<b>(91.519)</b>	<b>(86.065)</b>	<b>(5.454)</b>					<b>6%</b>
Net PPE items	Net PPE items			-					
Provision for bad debts	Provision for bad debts	-	(1.340)	1.340					-100%
Provision for inventory	Provision for inventory	(1.000)	(3.136)	2.136					-68%
One off costs	One off costs	(92)	(305)	214					-70%
Provision for untaken holiday	Provision for untaken holiday								
Depreciation & Amortisation Production	Depreciation & Amortisation Production			-					
Depreciation included in change in stock	Depreciation included in change in stock			-					
Depreciation & Amortisation Other	Depreciation & Amortisation Other	(3.956)	(3.836)	(120)					3%
<b>EBIT</b>	<b>Rezultat operational, dupa amortizare</b>	<b>(3.213)</b>	<b>(39.082)</b>	<b>35.869</b>					<b>-92%</b>
<i>EBIT as % of net sales</i>	<i>Rezultat operational, ca % din cifra de afaceri neta</i>	<i>-1%</i>	<i>-15%</i>						
Non core busienss items	Rezultat net, exceptional	(113)	200	(312)					-156%
Net financial cost	Rezultat net financiar	-	(2.360)	2.360					-100%
<b>Net Profit</b>	<b>Profit net</b>	<b>(3.326)</b>	<b>(41.242)</b>	<b>37.916</b>					<b>-92%</b>
<i>Net Profit as % of net sales</i>	<i>Profit net, ca % din cifra de afaceri neta</i>	<i>-1%</i>	<i>-15%</i>						