

Farmavet SA
Annual budget 2021
Buget Annual 2021
Currency: RON
Moneda de raportare: RON
Buget 2021 Actual 2020
Variatii
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Profit & Loss Account	Cont de profit si pierdere	B 2021	A 2020	B21 vs A20	% B21 vs A20
Drugs and others	Medicamente si Altele	207,466	165,748	41,718	25%
Vaccines	Vaccinuri	23,171	16,432	6,738	41%
Fodder	Furaje	45,429	52,783	(7,355)	-14%
Services	Servicii	2,620	-	2,620	0%
GROSS SALES VALUE	Cifra de afaceri bruta	278,685	234,963	43,722	19%
Total Discount	Discount	(6,559)	(6,781)	222	-3%
<i>Discount as % of Revenues</i>	<i>Discount ca % din cifra de afaceri bruta</i>	-2%	-3%	1%	-18%
NET SALES VALUE	Cifra de afaceri neta	272,126	228,182	43,944	19%
Cost of merchandise, Raw & Packaging Materia	Cost cu marfurile, materiile prime si ambalajele	(184,510)	(171,731)	(12,779)	7%
Production Costs (Direct & Overheads)	Costuri de productie, directe si indirecte	-	(15)	15	-100%
COST OF GOODS SOLD excl. D&A	Costul bunurilor vandute	(184,510)	(171,746)	(12,764)	7%
GROSS MARGIN (GM)	MARJA NETA (GM)	87,616	56,436	31,180	55%
<i>GM as % of net sales</i>	<i>GM din cifra de afaceri neta</i>	32%	25%	7%	30%
Sales & Marketing costs	Costuri vanzari si marketing	(38,253)	(28,900)	(9,353)	32%
Supply Chain costs	Costuri de logistica si depozitare	(18,996)	(18,818)	(178)	1%
Regulatory costs	Costuri de asigurarea calitatii si conformitatii	(521)	-	(521)	0%
G&A costs	Costuri general administrative	(7,387)	(9,371)	1,983	-21%
Total operating expenses	TOTAL COSTURI OPERATIONALE	(65,157)	(57,089)	(8,068)	14%
EBIT	Rezultat operational, dupa amortizare	17,161	(8,459)	25,620	-303%
<i>EBIT as % of net sales</i>	<i>Rezultat operational, ca % dincifra de afaceri neta</i>	6%	-4%	10%	-270%
Non core busienss items	Rezultat net, exceptional	(250)	(1,170)	920	-79%
Net financial cost	Rezultat net financiar	(1,067)	(702)	(365)	52%
Taxes on profit	Impozit pe profit	(4,753)	-	(4,753)	0%
Net Profit	Profit net	11,090	(10,331)	21,422	-207%
<i>Net Profit as % of net sales</i>	<i>Profit net, ca % din cifra de afaceri neta</i>	4%	-5%	9%	-190%