

Farmavet SA							
Annual budget 2022		Buget Annual 2022					
Currency: RON		Moneda de raportare: RON		Buget 2022	Actual 2021	Variatii	Variatii
Profit & Loss Account	Cont de profit si pierdere	B 2022	A 2021	B22 vs A21	% B22 vs A21		
Drugs and others	Medicamente si Altele	204,868	174,669	30,200	17%		
Vaccines	Vaccinuri	20,314	16,060	4,255	26%		
Fodder	Furaje	59,219	51,030	8,189	16%		
Services	Servicii	300	20	280	1377%		
GROSS SALES VALUE	Cifra de afaceri bruta	284,702	241,778	42,923	18%		
Total Discount	Discount	(7,830)	(7,539)	(291)	4%		
<i>Discount as % of Revenues</i>	<i>Discount ca % din cifra de afaceri bruta</i>	<i>-3%</i>	<i>-3%</i>	<i>0%</i>	<i>-12%</i>		
NET SALES VALUE	Cifra de afaceri neta	276,872	234,240	42,632	18%		
Cost of merchandise, Raw & Packaging Materi	Cost cu marfurile, materiile prime si ambalajele	(193,068)	(169,276)	(23,792)	14%		
Production Costs (Direct & Overheads)	Costuri de productie, directe si indirecte	-	(3)	3	-100%		
COST OF GOODS SOLD excl. D&A	Costul bunurilor vandute	(193,068)	(169,279)	(23,789)	14%		
GROSS MARGIN (GM)	MARJA NETA (GM)	83,804	64,961	18,843	29%		
<i>GM as % of net sales</i>	<i>GM din cifra de afaceri neta</i>	<i>30%</i>	<i>28%</i>	<i>3%</i>	<i>9%</i>		
Sales & Marketing costs	Costuri vanzari si marketing	(47,875)	(37,774)	(10,101)	27%		
Supply Chain costs	Costuri de logistica si depozitare	(20,187)	(20,688)	501	-2%		
Regulatory costs	Costuri de asigurarea calitatii si conformitatii	(1,200)	(953)	(247)	26%		
G&A costs	Costuri general administrative	(10,812)	(8,948)	(1,864)	21%		
Total operating expenses	TOTAL COSTURI OPERATIONALE	(80,075)	(68,363)	(11,711)	17%		
Net PPE items	Net PPE items	-	482	(482)	-100%		
Provision for bad debts	Provision for bad debts	-	(383)	383	-100%		
Provision for inventory	Provision for inventory	(500)	(177)	(323)	182%		
One off costs	One off costs	(633)	(2,827)	2,194	-78%		
Provision for untaken holiday	Provision for untaken holiday	-	-	-	0%		
Depreciation & Amortisation Production	Depreciation & Amortisation Production	-	-	-	0%		
Depreciation included in change in stock	Depreciation included in change in stock	-	-	-	0%		
Depreciation & Amortisation Other	Depreciation & Amortisation Other	(4,409)	(3,043)	(1,366)	45%		
EBIT	Rezultat operational, dupa amortizare	(1,813)	(9,351)	7,539	-81%		
<i>EBIT as % of net sales</i>	<i>Rezultat operational, ca % din cifra de afaceri neta</i>	<i>-1%</i>	<i>-4%</i>	<i>3%</i>	<i>-84%</i>		
Non core busienss items	Rezultat net, exceptional	(75)	(277)	202	-73%		
Net financial cost	Rezultat net financiar	(2,084)	(1,607)	(476)	30%		
Taxes on profit	Impozit pe profit	734	-	734	0%		
Net Profit	Profit net	(3,237)	(11,236)	7,999	-71%		
<i>Net Profit as % of net sales</i>	<i>Profit net, ca % din cifra de afaceri neta</i>	<i>-1%</i>	<i>-5%</i>	<i>4%</i>	<i>-76%</i>		