

Internship Report on
Financial Analysis of Pharma Solutions Bangladesh Ltd.



Prepared by:

Md. Zahid Hasan

ID# 221-11-1483, BBA (Finance)

Department of Business Administration

Faculty of Business & Entrepreneurship



Internship Report on Financial Performance Analysis of Pharma Solutions Bangladesh Ltd.

Submitted to:

Dr. Sayedul Anam

Associate Professor

Department of Business Administration

Faculty of Business & Entrepreneurship

Prepared by:

Md. Zahid Hasan

ID: 221-11-1483, BBA (Finance)

Department of Business Administration

Faculty of Business & Entrepreneurship

Date of Submission

18 December 2025

Letter of Transmittal

December 17, 2025

Dr. Sayedul Anam

Associate professor

Department of Business Administration

Faculty of Business & Entrepreneurship

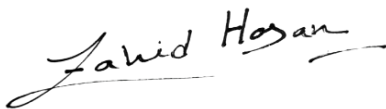
Daffodil International University

Subject: Submission of Internship Report

It gives me great pleasure to submit the report on 'Pharma Solutions Bangladesh Ltd.' as a part of the BBA program under the Department of Business Administration. I have meticulously complied with this report according to the time limits provided further achieved all the proposed aims. Apart from the theoretical aspects that I learnt from this internship program and my ability to make the reports, I somehow have this enhancement in my knowledge about the relevant subject matter. I have worked hard to give the report enough information in them.

This report will not have been possible without your guidance and cooperation for which I would like to acknowledge my thanks. If you have any questions or need more clarification, I am here to explain it to you.

Yours Sincerely,



Md. Zahid Hasan

ID# 221-11-1483, BBA (Finance)

Department of Business Administration

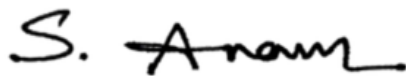
Daffodil International University

Approval Certificate

This is to certify that Mr. Md. Zahid Hasan, ID: 221-11-1483, BBA (Major in Finance) is a regular student of Department of Business Administration under Faculty of Business and Entrepreneurship at Daffodil International University. Mr. Zahid has completed his internship program at Pharma Solutions Bangladesh Ltd. and prepared this report under my direct guidance. He did his internship on 'Pharma Solutions Bangladesh Ltd.'

I think the report what he has prepared is impressive and acceptable for the partial fulfillment for BBA program. I want to point out that this study is purely academic and may not apply in real world trading conditions.

After careful analyzing the report, I verify that Mr. Md. Zahid Hasan has performed work independently. I wish him all the luck in his Story life.



Dr. Sayedul Anam

Associate Professor

Department of Business Administration

Faculty of Business & Entrepreneurship

Daffodil International University

Acknowledgment

by, in the name of Allah, the Beneficent and Most Merciful. This paper has been enriched by the help and encouragement of many individuals who, in diverse manners, have contributed at different points in its trajectory towards this study.

The writing of this intern's report was long and difficult. Inevitably my very special thanks' would be extended to my honest supervisor Dr. Sayedul Anam, Associate Professor, Department of Business Administration respectively. His guidance and assistance was critical to the successful operation of the internship. I can't thank him enough for his leadership.

Acknowledgement I would wish to express my deep gratitude and special thanks of Mr. Sandipan Barua, Manager (Electronics), Distribution operation in Pharma Solutions Bangladesh Ltd. for his guidance, advices and continuous cooperation throughout this report period. His advices have help me with the insight and support needed to make this report.

I am thankful to Mr. Pallab Chakravorty, CEO at Pharma Solutions Bangladesh Ltd for welcoming me as an intern in their intellectual and professional friendly company. He has been a great leader.

I am also grateful to all the officers and officials of Pharma Solutions Bangladesh Ltd. for their kind help, inspiration and co-operation. Their willingness to assist, push and support has definitely made my internship a little more smooth and rewarding.

And finally, I would like to thank all for helping me in Pharma Solutions Bangladesh Ltd.-report writing.

Table of Content

	<i>Letter of Transmittal</i>	<i>ii</i>
	<i>Approval Certificate</i>	<i>lii</i>
	<i>Acknowledgment</i>	<i>iv</i>
<i>Chapter-1</i>	<i>Introduction</i>	<i>1-6</i>
	<i>1.1 Introduction</i>	<i>2</i>
	<i>1.2 Background of the Study</i>	<i>2</i>
	<i>1.3 Scope of the Study</i>	<i>3</i>
	<i>1.4 Objectives of the Study</i>	<i>3</i>
	<i>1.5 Methodology of the Study</i>	<i>4</i>
	<i>1.6 Limitations of the Study</i>	<i>5</i>
<i>Chapter-2</i>	<i>About Pharma solutions Bangladesh Limited</i>	<i>7-11</i>
	<i>2.1 Profile of Pharma Solutions Bangladesh Ltd.</i>	<i>8</i>
	<i>2.1.1 PSBL in Brief</i>	<i>8</i>
	<i>2.1.2 Basic Info</i>	<i>9</i>
	<i>2.2 Mission of Pharma Solutions Bangladesh Ltd.</i>	<i>9</i>
	<i>2.3 Vision of Pharma Solutions Bangladesh Ltd.</i>	<i>9</i>
	<i>2.4 Values of Pharma Solutions Bangladesh Ltd.</i>	<i>10</i>
	<i>2.5 Branch Address</i>	<i>10</i>
	<i>2.6 Organizational Structure</i>	<i>11</i>

Chapter-3	Internship Role and Responsibilities	12-14
	3.1 Ratio Analysis	13
	3.2 Rationale of those Roles and Responsibilities	13
	3.3 An Example of the Task	14
Chapter-4	Theory Analysis	15-19
	4.1 Ratio Analysis	16
	4.2 Profitability Ratio	16
	4.3 Liquidity Ratio	18
	4.4 Asset Management Ratio	18
	4.5 Debt Management Ratio	19
Chapter-5	Financial Analysis of ACI Ltd.	20-31
	5.1 Ratio Analysis	21
	5.1.1 Profitability Ratio	21
	5.1.2 Liquidity Ratio	26
	5.1.3 Asset Management Ratio	28
	5.1.4 Debt Management Ratio	30
Chapter-6	Findings, Recommendation, and Conclusion	32-40
	6.1 Findings of study	33
	6.2 Recommendations for ACI Limited	35
	6.3 Conclusion	36
References		37

Chapter-1

Introduction

1.1 Introduction:

Pharma Solutions Bangladesh Ltd (PSBL) One of the prime health care product distributions & logistics provider company in Bangladesh. They provide a full spectrum of supply chain as well as marketing and sales support to both overseas and domestic pharma / healthcare companies. PSBL has created a strong distribution network with consistent coverage for the companies looking to enter Bangladesh market, since its inception in 2006. The company is headquartered in Dhaka and has the country's best central distribution hub at Savar to serve hospitals, clinics and pharmacies to deliver critical drugs and health products safely and effectively across the country.

PSBL's mission is transparent and straight forward, to improve access to health care and in doing so help our partners be successful by providing efficient, clear communication with technology links. It is the integrated logistics system, committed employees and customer-oriented vision that reflects strength of the company. Through years, PSBL has expanded client list with prestigious names such as GlaxoSmithKline, Novartis and Elanco. The association has strong focus on quality and compliance to ensure high operational standards in accordance with ISO 9001:2015 and Good Storage and Distribution Practices (GSDP).

Our company values teamwork, trust, and commitment to continuous improvement. Our business relationships are built on three cornerstones efficiency, reliability and sustainability in the healthcare supply chain. For now, we have a highly skilled team in the country, all of whom are dedicated to operational excellence and better healthcare in Bangladesh. Thanks to our powerful logistics system and state-of-the-art technology, Pharma Solutions Bangladesh Ltd. is making a major contribution to the country's healthcare infrastructure.

1.2 Background of the Study:

Pharmaceutical industry in Bangladesh is experiencing an impressive growth as its export value set a new record in the last fiscal year. Based on contribution of some companies, Pharma Solutions Bangladesh Ltd (PSBL) has emerged as a promising company in the industry due to its determination for making quality healthcare products and staying committed all-the-while. In order to stay ahead of its competition and to remain in a growth cycle, the company needs all aspects of such financial management kept in careful balance.

During my period of working with Finance and operations Department in PSBL, I was able to become involved in various key issues while working within that department of this leading organization like preparing financial statements, assisting the budgeting process, monitoring expense and supporting for internal audit. I saw these projects as a bridge to apply my classroom knowledge of finance, operations and management into real life activities in a company.

This was not just a lesson in how to do technical work. I learned how decision making works at an operational level in a healthcare organization that is focused on cost containment, regulatory compliance and transparency.” It was a great learning experience working with PSBL which taught me that financial and moral were flip sides of the same coin when it came to crafting long term success.

1.3 Scope of the Study:

This report critically analyzes the financial performance of Pharma Solutions Bangladesh Ltd (PSBL), using data and other information over the past five years (2020–2024). The analysis is intended to help the reader gain a better understanding of the financial health, performance and efficiency of the organization as a whole.

- General Activities
- Ratio Analysis
- Performance Analysis

1.4 Objectives of the Study:

1.4.1 General Objective:

- The primary aim of this report is to analyze the financial performance of Pharma Solutions Bangladesh Ltd. (PSBL).

1.4.2 Specific Objectives:

- To assess the profitability, liquidity, leverage, and efficiency of PSBL.
- To evaluate how PSBL is performing in terms of operations, market reach, and supply chain capability.
- To understand the current financial position and health of the company.
- To identify the main challenges or constraints that PSBL faces.
- To suggest improvements or actions that can help PSBL grow sustainably and improve its financial and operational performance.

1.5 Methodology of the Study:

1.5.1 Types of Data and Methods:

In order to enhance the depth and credibility of the report, a combination of two primary sources of data and information has been extensively utilized.

Primary Sources:

- Face-to-face conversations with officers and staff (finance department) at the corporate office
- Practical exposure gained from various desks within the center.
- Relevant file studies facilitated by the respective officers.

Secondary Sources:

- Annual reports and accounts of pharma solutions, Bangladesh
- The company's official Website
- Periodicals, newsletters and publications published by Pharma Solutions Co. Ltd
- A variety of internal documents and reports illuminating the operations the company carries out.
- supply chain management in the publishing industry.

The overall combination of these secondary sources shows a comprehensive and penetrating analysis is now possible into the state of this company's finances as well as how well it is operating.

1.5.2 Data Collecting Procedures:

This study is based on secondary data, most of it from the annual reports and official website of the Company. Traditional financial ratio analysis was utilized to measure liquidity, profitability, efficiency and leverage from which it follows the company's financial position can be drawn.'

Relevant newspapers, periodicals, public documents and research articles also were consulted so as to supply input for our investigation, and present a complete picture of the company's business performance as well as its financial position.

1.5.3 Data Analysis:

Pharmaceutical Distribution and Export Data Analysis The distribution and export data of Pharma Solutions Bangladesh Ltd. (PSBL) were analyzed critically on the basis of standard formulas and stood in charts & graphs to have a better understanding. Data assessment, management and visualization was performed with the following software:

- MS Word
- MS Excel

The collected information was systematically classified, processed, and incorporated into tables and visual representations, making the findings clear, concise, and easy to interpret as part of this report.

1.6 Limitations of the Study:

This research was performed on Pharma Solutions Bangladesh Ltd (PSBL) by using secondary and financial data collection, literature review. Although the study was well planned and executed, there were a number of limitations that we encountered during our research:

1. Time Constraints:

Committing to a rigorous academic program while also working prevented more thorough data collection and the scope of certain sections was limited.

2. Limited Availability of Data:

Publicly available financials for PSBL were not completely shared. Accordingly, the analysis is based mainly on company's published annual reports and information available from its website and also other resources.

3. Partial Financial Ratios:

Some financial ratios could not be calculated because of inadequate disclosure of some financial information that could limit the overall evaluation of total financial position of the firm.

4. Restricted Access to Internal Records:

Certain internal documents and PSBL proprietary information were not provided for research due to company confidentiality laws which restricted the level of operational/strategic insights that could be produced.

5. Industry-Specific Constraints:

Regulatory and market-related constraints concern the pharmaceutical distribution in Bangladesh. The lack of publicly available comparative industry benchmarks restricted the possibility to undertake a fully comprehensive cross-industry comparison.

Notwithstanding these limitations, this report provides a valuable and practical assessment of PSBL's financial and operational strengths and weaknesses as obtained from the best available information.

Chapter-2

About Pharma Solutions Bangladesh Ltd

2.1 Profile of Pharma Solutions Bangladesh Ltd. (PSBL):

2.1.1 PSBL in Brief:

About Pharma Solutions Bangladesh Ltd. (PSBL) Pharma Solutions Bangladesh Ltd. (PSBL) stands out as a fast emerging and innovative organization with a team committed to deliver high-quality Pharmaceutical & Healthcare products in the country. Throughout, the company has stayed true to its mission of raising the quality of health in the country through reliable products with effective distribution and consistent focus on pharmaceutical R&D and manufacturing.

To be a premier health care partner, PSBL has organized its work through various Strategic Business Units (SBUs) that are customer centric and run on the principles of service excellence and sustainability. The company's business segments are: Operations, Marketing & Sales, Finance & Administration and Human Resource Management. Collectively, these arms work collectively to support PSBL's vision of enabling better healthcare for all across the country.

Apart from its core business unit, PSBL has now involved a network of subsidiaries and joint ventures in order to improve the scope of its market and the variety of its products and services. In addition, its sister concerns engage in distribution areas, medical equipment supply, healthcare consultancy and logistics services while their joint ventures are pioneering partners with foreign pharmaceuticals or health care corporation so bring this sort of state-of-the-art technology and all of those synthesized patents to Bangladesh.

Being a Pharmaceutical industry player of growing magnitude, PSBL is committed to Quality, Innovation and Ethical Business Environment. The firm adheres to stringent regulations of all national and international standards, providing the highest level of safety and efficacy in the products.

PSBL is committed to reach the closets of people- Ultimate user all over the country, making them able to live healthier and longer life with innovation, integrity and customer-driven excellence.

2.1.2 Basic Info:

Full Name	Pharma Solutions Bangladesh Ltd.
Incorporation Date	2006 (originally as Zuellig Pharma Bangladesh Limited)
Company Type	Private Limited
Number of employees	Over 11,000
location	Rangs Tower, 335/B (8th Floor) Tejgaon Industrial Area Dhaka 1208 Bangladesh

Table 2.1: Basic Info

2.2 Mission of Pharma Solutions Bangladesh Ltd. (PSBL):

“Be a trusted partner, enabling healthcare organizations to seize market opportunities with innovative and first-rate solutions.”

This mission demonstrates PSBL’s commitment to providing dependable, compliant and cost-effective services that improve the accessibility and quality of healthcare all over Bangladesh. Moreover, PSBL focuses on its commitment to easy access of healthcare and making health a priority. Maintaining that nobody should be left untreated, anywhere, TDP also endeavors to supply products across the nation.

Their conference's theme "collaboration, excellence, innovation, growth and integrity & trust) embodies an overall concern about the well-being of their business and their communities.

2.3 Vision of Pharma Solutions Bangladesh Ltd. (PSBL):

- To offer superior healthcare services contributing to community welfare and quality of life.
- Who has been able to lead and grow in the pharmaceutical & health care industry by being more innovative and adhering with the international quality standard.
- To develop personnel through empowerment, teamwork and role growth.
- To build long-term, trusted partnerships with healthcare professionals and institutions.

- To achieve growth that is sustainable and based on ethical standards and the best use of resources.
- To be the part of the national healthcare development by making available and affordable medicine.

2.4 Values of PSBL Ltd.:

- Quality
- Customer Focus
- Fairness
- Transparency
- Innovation
- Continuous Improvement

2.5 Branch Address:

Branch	Address
Corporate	Rangs Tower, 335/B (8th Floor) Tejgaon Industrial Area Dhaka 1208 Bangladesh
Barishal	N. Hossain complex, Police Line Road, Barishal
Bogura	528, Dr. Ishaq Lane, Sutrapur, Bogura
Chattogram	740, M.M Ali Road, Dampara, Chattogram - 4000
Cumilla	204 Shaheed Shamsul Haque Sarak, Jhaowtala, Cumilla - 3500
Central Distribution Center	Gazirchat South Para (near Rashid Market), P/O: Alia Madrasha, P/S: Ashulia, Savar, Dhaka
Dhaka	20 Kunipara (Babli Mosjid More), Tejgaon I/A, Dhaka - 1208
Dhaka North	136, Himerdhigi, Plot #176/177, Tongi industrial area, Tongi, Gazipur
Jeshore	80, Ghope Central Road, New Town Housing Estate, Jeshore-7400
Khulna	House No # 387, Road # 20, Ward # 24, Nirala Residential Area, Khulna - 9100
Maizdee	Red Crescent Bhaban, Judge Court Road, Maizdee court, Noakhali - 3800

Mymensingh	6, Mritunjoy School Road, Mymensingh - 2200
Rajshahi	263/2 Uposhohor Housing Estate, Rajshahi - 6000
Rangpur	Sajeda Mahal, Civil Station Road, D.C. More, Rangpur-5400
Sylhet	3, Payra, Dorga Mohalla, Sylhet - 3100

Table 2.2: Branch Address

2.6 Organizational Structure:

The figure below illustrates the organizational structure of PSBL.

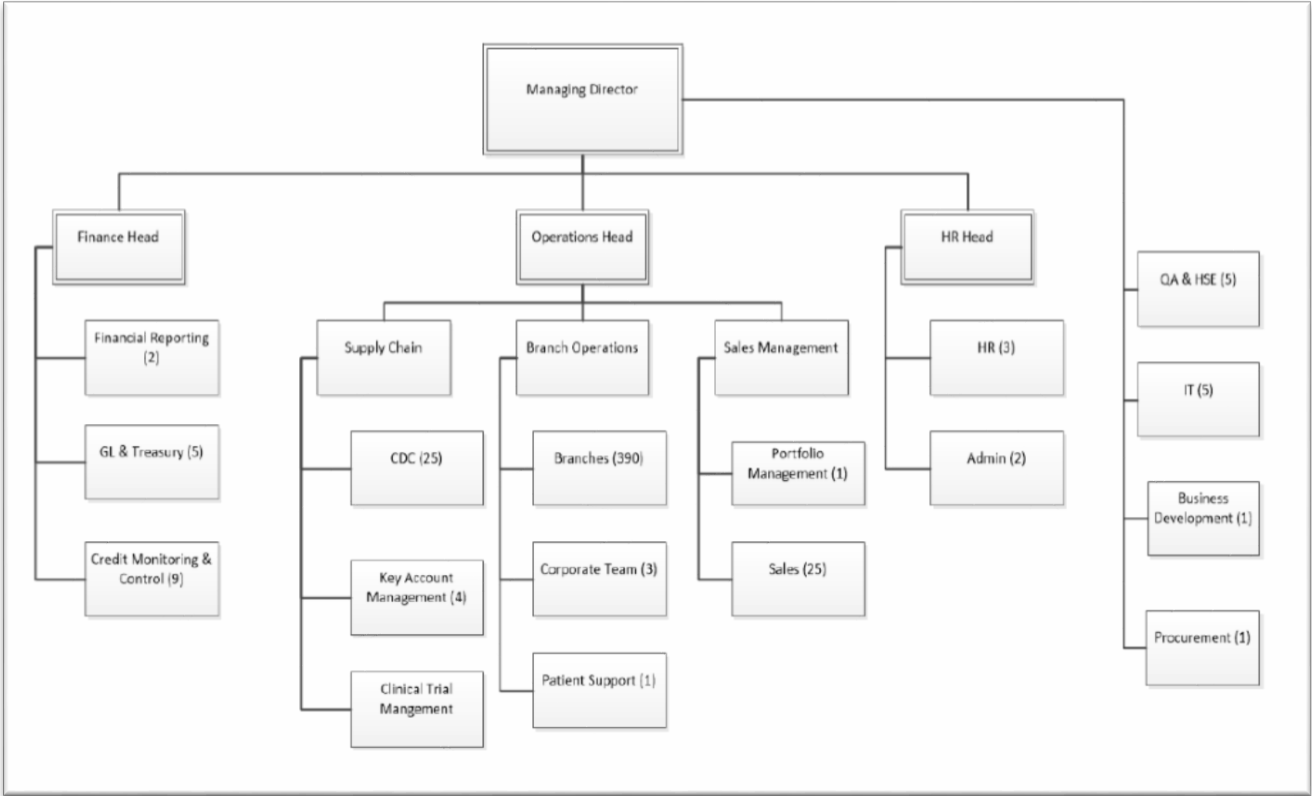


Figure 2.1: organizational structure PSBL Ltd.

Chapter-3

Internship Role and Responsibilities

3.1 Role and Responsibilities

During my internship at Pharma Solutions Ltd., I was placed in the Financial Operations Department. My primary role was ensuring the company's daily financial operations ran smoothly. This involved managing distribution costs, the ERP implementation and out in the field recording operating costs in various localities.

My main responsibilities included:

- **Daily Financial Operations:** I assisted in maintaining financial logs and records via ERP system. I worked closely with the finance team and saw to it that all data entry was correct, as were the financial reports.
- **ERP System Usage:** I assisted to facilitate the use of the ERP system for financial purposes such as budget management, cash position reporting and report generation. I monitored the day-to-day financial recording through the ERP.
- **Control Distribution Costs:** Under the methods of imagination transportation and decentering it to form a golden point, lades where each hub is local supply base-lifting costs are lower than previously thought.
- **Field Visits and Reporting:** in Bangladesh crossed seven operational areas, watching operations of each zone frequently perform circulations of money between regions (there are two ways to look at this). My main interest lay with distribution costs however running so deeply into each zone's economy. I made full reports on this area down to the last yen, giving descriptive figures

for bottlenecks and then masterminding ways around them.

3.2 Rationale of those Roles and Responsibilities

My role at Pharma Solutions Ltd. was a good fit for the company's structure. The organization thinks that proper financial reporting and cost control are very important for keeping things running smoothly. My job in the Financial Operations Department aided these goals by making sure that financial procedures operated smoothly and that costs, especially distribution costs, were kept in check.

The ERP system is an important part of the company's everyday work because it helps keep track of transactions and make sure that data is always correct. I helped make sure that the technology was used correctly to do financial chores. I also found a few problems with the system that, if fixed, might help make operations even more efficient. I helped lower overhead expenses, increase profits, and make sure deliveries were on time in all of the company's operational zones by focusing on managing distribution costs.

The field visits I made gave me a better understanding of the financial problems that each zone was having. When I went to these areas, I saw see for myself the financial problems they were having and the chances they had to save money. I was able to give the management team useful information that helped them make smart choices. This led to better processes and better cost management across the organization.

3.3 An Example of the Task

I took the cost of shipping deaths to each district as one of my projects in intern I visited seven zones in Conditions The data collected was for various costs, such as shipping, warehousing, rent and so on. Every tope zone had its own report of resource utilization. These reports said where money was being spent at what rates in zones, and they also offered suggestions for different things to do to save it there. Another large job for me was to change the ERP system. For one thing it resulted in a number of mistakes being made When one or another transaction was recorded that meant there might well be serious errors in drawing up accurate financial statements Therefore together with my working group we rooted these errors out of the system and ensured that it accurately reflected financial position. The software update brought more uniformity in recorded data as well as allowing easier decision making based on financial information. Also, I worked with the finance group to help different sections keep an eye on their overheads. This consisted of being sure that each entry in every row was accurate and properly aligned with the company s budgets. It also meant seeing the connection between her summing for one project or center, and a similar but different number in the control accounts on company-wide level statements.

Chapter-4

Theory Analysis

4.1 Ratio Analysis:

Ratio analysis is a financial tool used to quickly evaluate a company's performance in key operational and financial areas. This report presents an analysis of various financial ratios to assess the overall performance of **Pharma Solutions Bangladesh Ltd.** for the years **2021, 2022, 2023, and 2024.**

The ratios are categorized as:

- Profitability Ratio
- Liquidity Ratio
- Asset Management Ratio
- Debt Management Ratio

4.2 Profitability Ratio:

Profitability ratios illuminate a business's capacity to generate profit in relation to its costs. If this value surpasses the figures from previous years and outperforms competitors' ratios, it is positive. This section describes the important ratios for profitability activity:

- **Gross Profit Margin:** The Profit Margin indicates the dollars in income that the firm earns on each dollar of sales.

$$\text{Gross Profit Margin} = \frac{\text{Gross Profit}}{\text{Sales}}$$

- **Operating Profit Margin:** The operating margin signifies the proportion of revenue remaining after deducting operating costs.

$$\text{Operating Profit Margin} = \frac{\text{Operating Profit}}{\text{Sales}}$$

- **Net Profit Margin:** The net profit margin is the ratio of net benefits to total income.

$$\text{Net Profit Margin} = \frac{\text{Net Profit}}{\text{Sales}}$$

- **Return on Asset (ROA):** Return on assets ROA serves as an indicator of a company efficiency in utilizing its resources to generate profit. It provides insight into how effective management is in leveraging its assets for profitability. Calculated by dividing annual profit by its total assets, ROA is expressed as a percentage.

$$\text{Return on Assets (ROA)} = \frac{\text{Net Profit}}{\text{Total Asset}}$$

- **Return on Equity (ROE):** Compared with shareholders' equity, the rate of return on investment as a proportion of profits. The rate of current overall return and same trend construction is scheduled for review 2012 days from now.

$$\text{Return on Equity (ROE)} = \frac{\text{Net Profit}}{\text{Common Equity}}$$

4.2 Liquidity Ratio:

The above ratios consider how capable a business is of carrying out its short-term financial obligations. In other words, they are a way to gauge the liquidity (or lack of it) of many variables, such as how far along in an organization the name has come and what debts are currently being paid. For its part, the most frequently used type of liquidity ratio is called the Current Ratio

- **Current Ratio:** By dividing Current Assets with Current Liabilities you can get figures for this particular ratio.

$$\text{Current Ratio} = \frac{\text{Current Asset}}{\text{Current Liabilities}}$$

- **Quick Ratio:** For any responsible firm which also includes stock or other forms of inventory among its current assets, the Quick Ratio shows how far that inventory may actually cause liquidity problems. When a firm has to sell inventory on demand in order to meet a deadline, then it will not be easy—or even possible—for the company find someone wanting to buy at this time, This might result in large discounts on these goods Therefore, please consult with success. We hope that our information will be helpful to you.

$$\text{Quick Ratio} = \frac{\text{Current Asset} - \text{Inventory}}{\text{Current Liabilities}}$$

4.3 Asset Management Ratio:

These ratios aim to show how successful a firm has been in managing its assets to generate profits. They provide information about the workability of credit policies and inventory controls within the company.

- **Total Assets Turnover Ratio:** Total Assets Turnover Ratio measures the productivity of total assets in generating sales. This ratio is figured by dividing Sales by Total Assets.

$$\text{Total Asset Turnover} = \frac{\text{Net Sales}}{\text{Total Assets}}$$

- **Inventory Turnover Ratio:** The quicker the firm carries off its inventories, the more profit it stands to earn from doing so. If Inventory Turnover Ratio reaches a higher figure compared with previous years instead whether total amount sold divided by average number of stock items over that period--it means that inventories are being sold more profitably. Inventory Turnover Ratio is calculated by dividing Cost of Goods Sold by Last Year's Inventory.

$$\text{Inventory Turnover Ratio} = \frac{\text{Cost of Goods Sold}}{\text{Inventory}}$$

4.4 Debt Management Ratio:

Most of the time you can use debt management ratios to judge whether a company is making use of debt. And these rates give clues about how well equipped the company is to meet long-term financial obligations.

- **Debt to Asset Ratio:** This ratio gives us an idea of how much of the company's assets are leveraged with debt.

$$\text{Debt Ratio} = \frac{\text{Total Debt}}{\text{Total Assets}}$$

- **Debt to Equity Ratio:** This ratio indicates the extent to which the company relies on borrowings rather than its own funds.

$$\text{Debt to Equity Ratio} = \frac{\text{Total Debt}}{\text{Total Equity}}$$

Chapter-5

Financial Analysis of PSBL Ltd.

5.1 Ratio Analysis:

5.1.1 Profitability Ratio:

Gross Profit Margin:

Years	2021	2022	2023	2024
Gross Profit Margin	45.16%	46.34%	44.30%	43.28%

Table 4.1: Gross Profit Margin

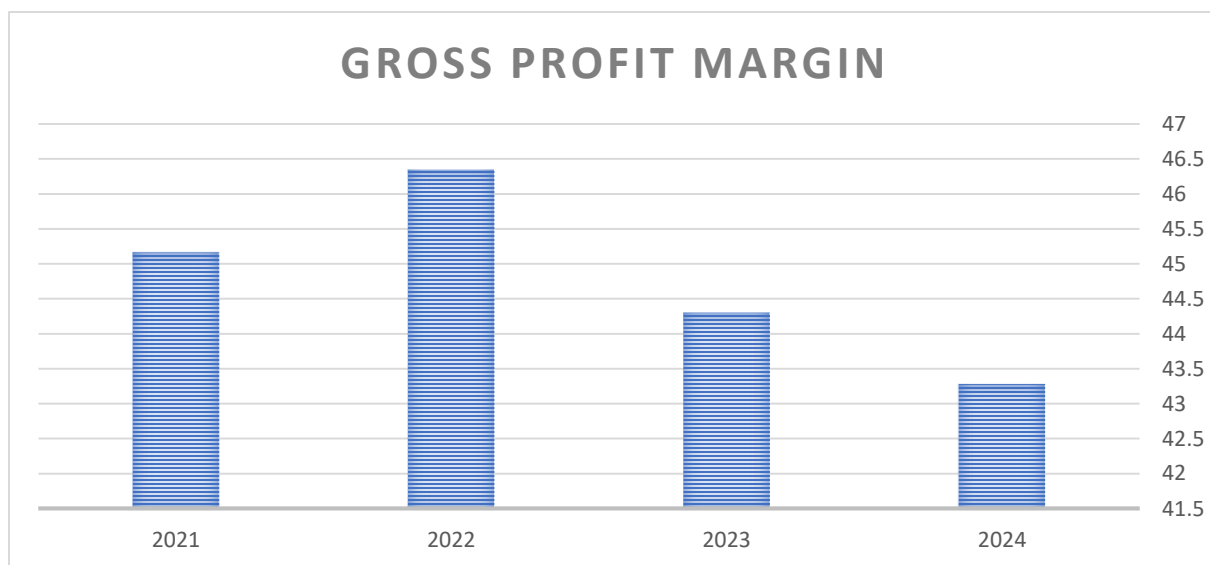


Figure 4.1: Gross Profit Margin

Interpretation:

PSBL Ltd. Gross Profit Margin Gross Profit Margin trend The gross profit margin has remained stable over the past few years that we have collected data in the range of N/A. It was 45.16% in 2021 that represents a profit well over the cost of goods sold. In 2022, it rose to 46.34%, indicating that either efficiency has increased or we have a more favorable market environment. But by 2023 that margin was down to 44.30%, and dropped even further in 2024, to just 43.28%. This decline over the past 24 months may imply increasing production costs (i.e., increased raw material prices, labor costs or increased competition) that have hurt the company's profitability. Despite these headwinds, the margins are nevertheless at a respectable level which reveals that the company was still able to control its costp however with lower profitability.

Operating Profit Margin:

Years	2021	2022	2023	2024
Operating Profit Margin	7.73%	13.20%	13.71%	12.80%

Table 4.2: Operating Profit Margin



Figure 4.2: Operating Profit Margin

Interpretation:

The PSBL Ltd. Operating Profit Margin is exhibiting top operating performance from 2021 to 2023. It began at 7.73% in 2021 and gradually rose to 13.71% in 2023. However, in 2024, it did take a bit of a tumble to 12.80%. The overall increase after a three-year span indicates that the company has controlled operating expenses and become more efficient. PSBL's profit margin has decreased slightly in 2024, which may be due to reducing costs or the fact PSBL is running their business more efficiently than previously. This demonstrates that the firm has managed to remain profitable in an already inconsistent-operating company due to a small amount of change.

Net Profit Margin:

Years	2021	2022	2023	2024
Net Profit Margin	2.57%	7.71%	8.78%	7.97%

Table 4.3: Net Profit Margin

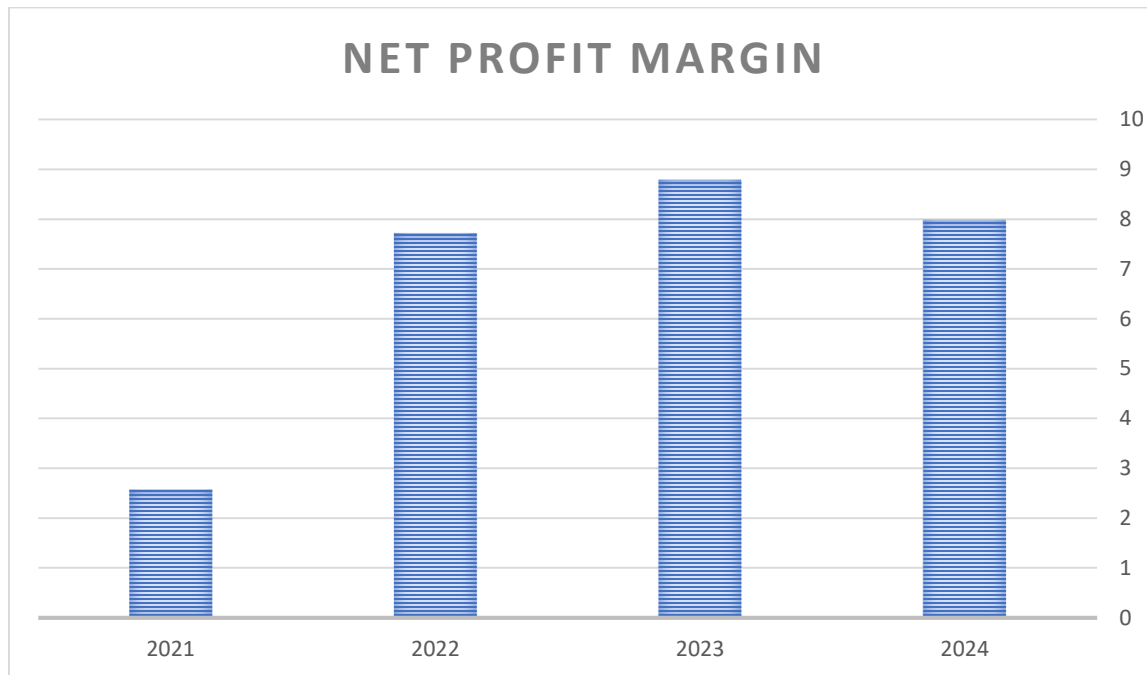


Figure 4.3: Net Profit Margin

Interpretation:

Net Profit Margin The trend of the Net Profit Margin for PSBL Ltd is positive in 2021 and 2023. It was 2.57% in 2021, then jumped to 7.71% in 2022. The margin grew to 8.78% in 2023, and declined incrementally to 7.97% by end-2024. The consistent incline over 3 years shows that overall profitability of the company has improved, probably that would have led to better cost management or revenue growth or a combination of both. The drop in 2024 could reflect some small hurdles increased expenses, slower revenue growth. Nevertheless, PSBL Ltd. has managed to retain a high net profit margin which agrees with the strong operating and management efficiency in comparison with its peers.

Return on Asset (ROA):

Years	2021	2022	2023	2024
Return on Asset (ROA)	1.31%	3.87%	4.51%	4.06%

Table 4.4: Return on Asset (ROA)

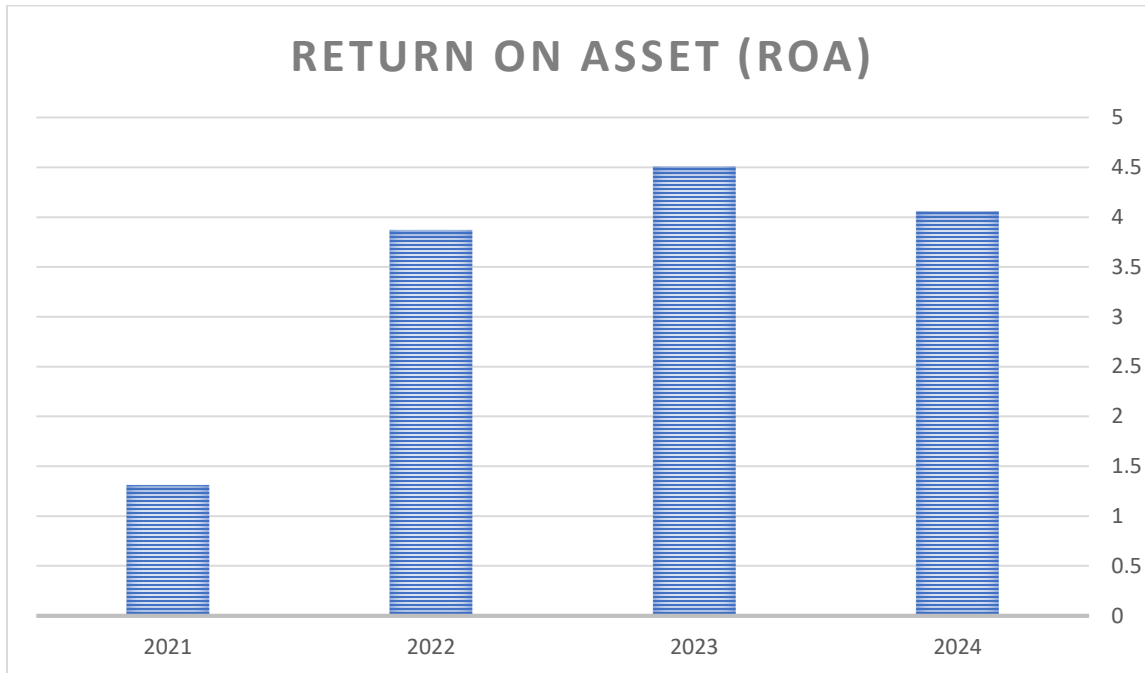


Figure 4.4: Return on Asset (ROA)

Interpretation:

A positive trend to Return on Assets (ROA) shows that the probable ROA of PSBL Ltd. is increasing. It was 1.31 % in 2021, as it grew to 4.51 % in 2023; The (firm's) ability to turning assets into profit could became more lucrative and showed a longer-term upward trend if we look at the average number from the year which is 3.04%. 2024 saw the ROA go down to 4.06%, which may imply that the company's asset utilization is declining or that profits (as reported) are not growing along with assets. Generally, PSBL Ltd.'s utilization of its resources was good; even though the fall in 2024 suggests that there might be some specific challenges.

Return on Equity (ROE):

Years	2021	2022	2023	2024
Return on Equity (ROE)	3.61%	11.35%	12.31%	10.93%

Table 4.5: Return on Equity (ROE)

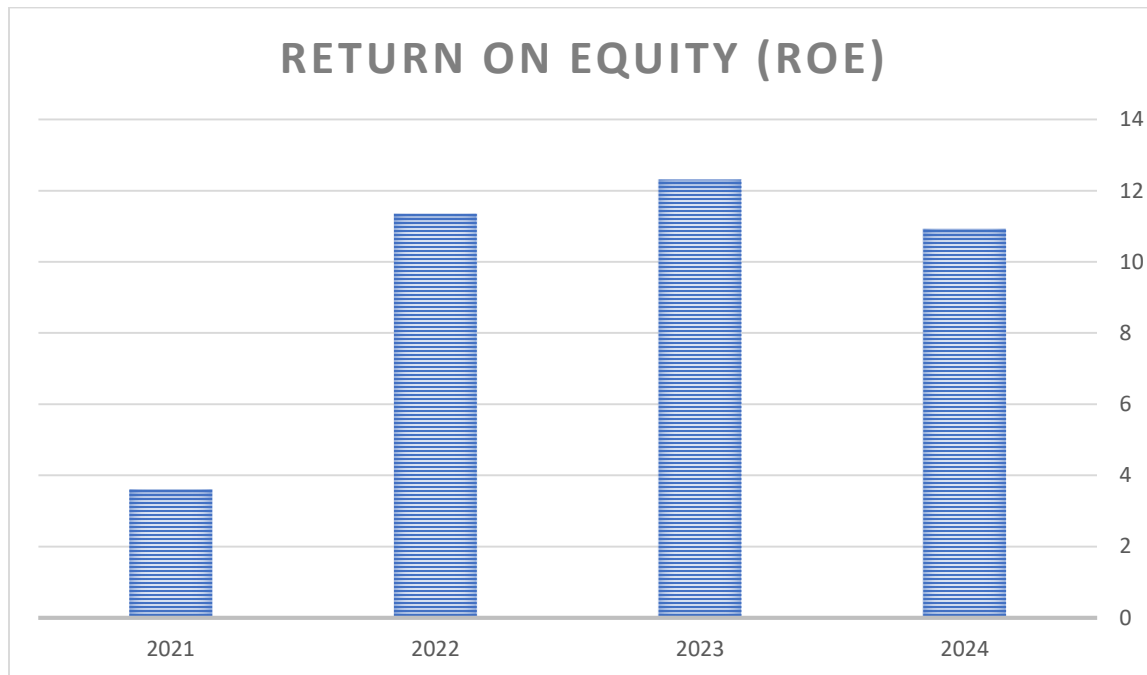


Figure 4.5: Return on Equity (ROE)

Interpretation:

PSBL Ltd.'s ROE has been steadily coming up from 2021 to 2023. It was 3.61% in 2021, jumped up to 11.35% in 2022, and bumped it up some more at 12.31% in 2023. But in 2024, this went down to 10.93%. The gain in the first three years suggests that the company was able to extract more profit for shareholders. The minor drop in 2024 might be from a reduced profit or higher equities. In general, PSBL Ltd. has been doing well in returning value to shareholders over the years.

5.1.2 Liquidity Ratio:

Current Ratio:

Years	2021	2022	2023	2024
Current Ratio	1.13	1.12	1.17	1.19

Table 4.6: Current Ratio

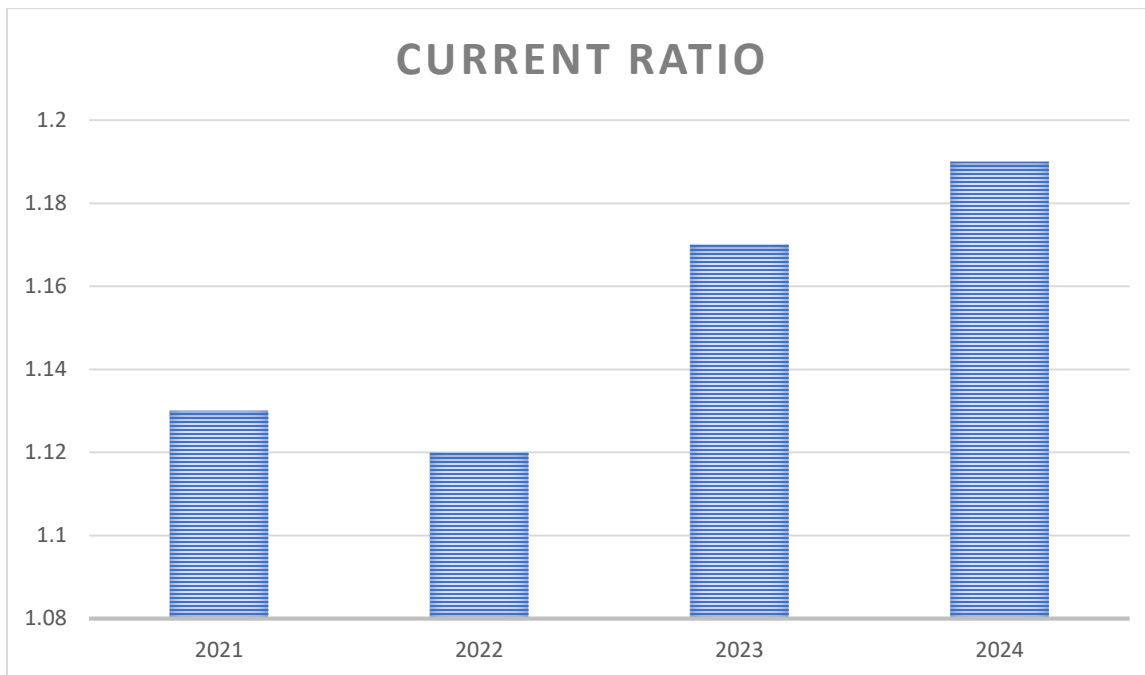


Figure 4.6: Current Ratio

Interpretation:

The Current Ratio of PSBL Ltd. is quite stable and has slightly increased from 2021 to 2024. It stayed at 1.13 in 2021, barely changed from staying about at the same at 1.12 in 2022 and gradually climbing to reach 1.17 in 2023 and by golly would you look at that it's up to 1.19." This steady climb indicates that the company's liquidity has improved on the margin - essentially, each unit of liquid assets owned by STZY is 8.31% more property to cover its short-term obligations. A current ratio above one is normally a positive sign that PSBL Ltd. has sufficient funds to meet its short-term liabilities.

Quick Ratio:

Years	2021	2022	2023	2024
Quick Ratio	0.81	0.83	0.83	0.86

Table 4.7: Quick Ratio

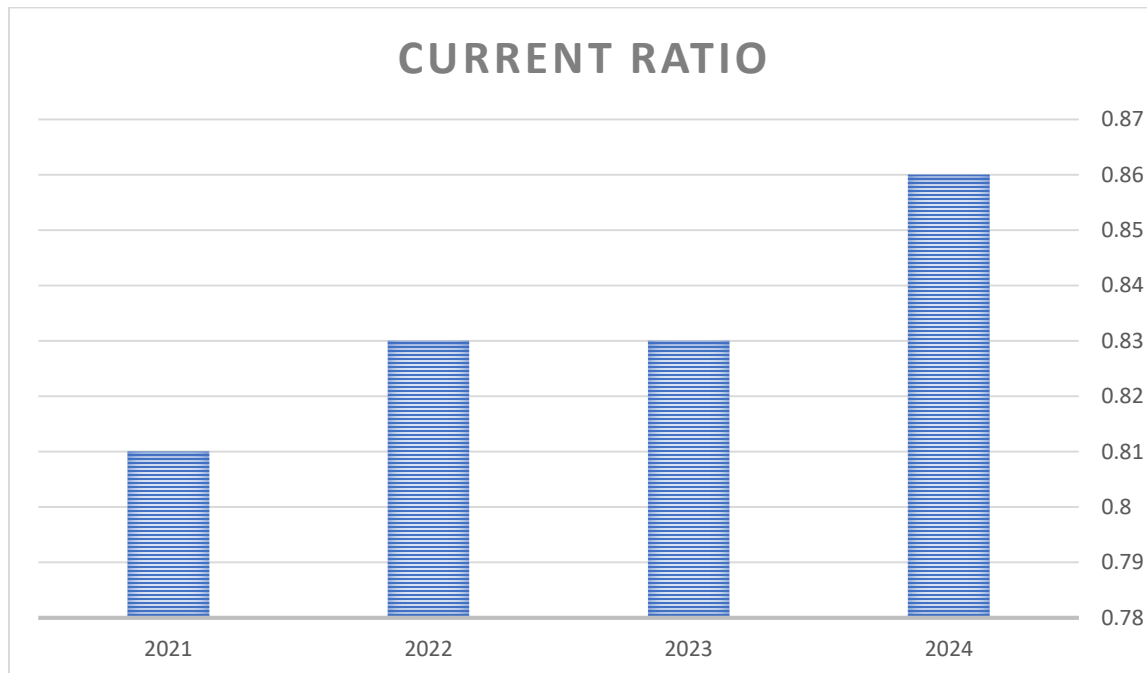


Figure 4.7: Quick Ratio

Interpretation:

The Quick Ratio of PSBL Ltd. has demonstrated a continuous improvement from 2021 to 2024. It started at 0.81 in 2021, increased to 0.83 in both 2022 and 2023, then rose moreover to 0.86 in 2024. This improving growth suggests that the company's ability to meet its short-term allegiance with its most liquid assets (excluding inventories) has improved over the years. While the quick ratio remains below one, the constant rise shows that PSBL Ltd. is becoming increasing capable of meeting its short term obligations without relying on inventories, which is a positive sign of its solid financial health.

5.1.3 Asset Management Ratio:

Total Assets Turnover Ratio:

Years	2021	2022	2023	2024
Total Assets Turnover	0.48 times	0.45 times	0.44 times	0.44 times

Table 4.8: Total Assets Turnover

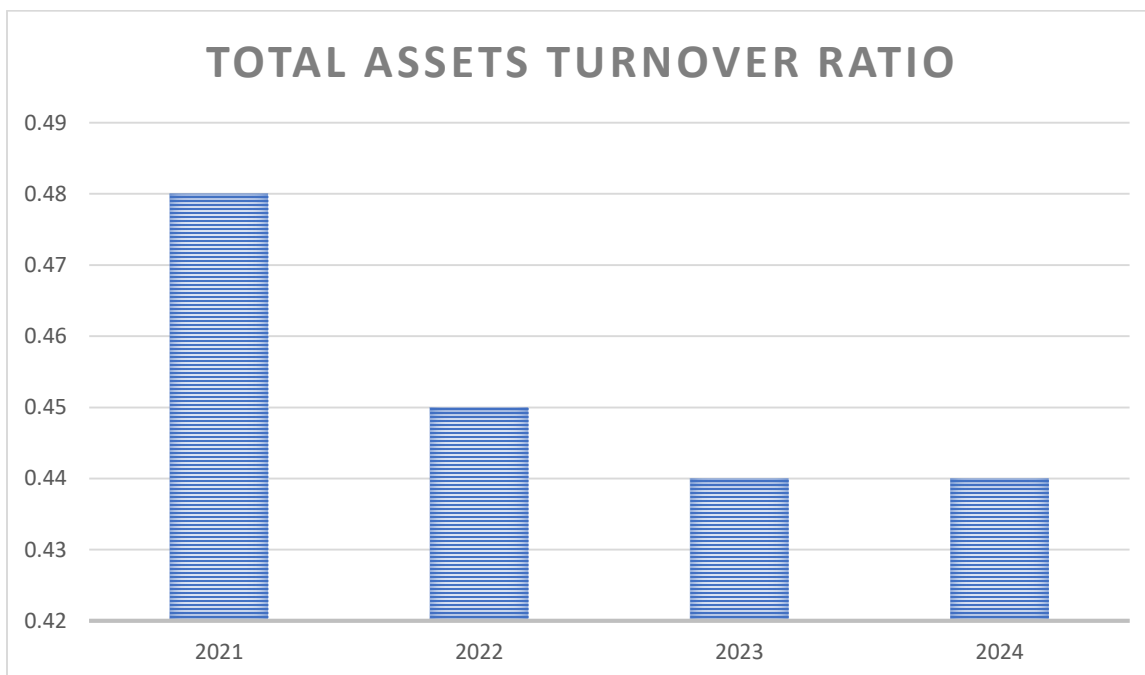


Figure 4.8: Total Assets Turnover

Interpretation:

From 2021 to 2024, PSBL Ltd.'s Total Assets Turnover has gone down a little bit. It was 0.48 times in 2021, then it went down to 0.45 times in 2022, and then it went down again to 0.44 times in 2023 and 2024. This decrease means that the company has been able to make less money from its overall assets over the years. It could mean that sales are growing more slowly or that assets are growing without a matching increase in revenue. Even though the ratio has gone down, it stays rather stable over the past two years. This suggests that the company has been using its assets effectively, albeit not as effectively as before.

Inventory Turnover Ratio:

Years	2021	2022	2023	2024
Inventory Turnover	2.25 times	2.39 times	2.44 times	2.48 times

Table 4.9: Inventory Turnover

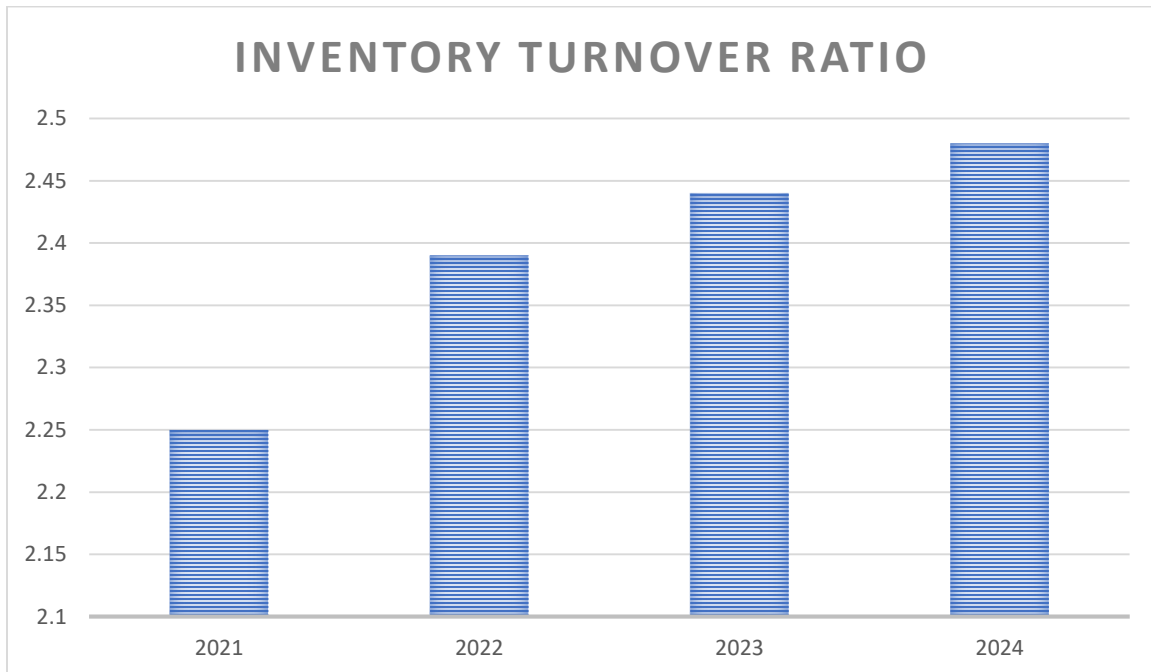


Figure 4.9: Inventory Turnover

Interpretation:

From 2021 to 2024, PSBL Ltd.'s Inventory Turnover Ratio has been progressively rising. It was 2.25 times in 2021 and 2.39 times in 2022. It went up to 2.44 times by 2023 and 2.48 times by 2024. This steady improvement shows that the company is becoming better at using its assets to make money. The slow rise shows that PSBL Ltd. is getting better at making the most money from its assets, which means that its operational performance is getting better.

5.1.4 Debt Management Ratio:

Debt Ratio:

Years	2021	2022	2023	2024
Debt Ratio	64.85%	64.15%	61.91%	62.90%

Table 4.10: Debt Ratio

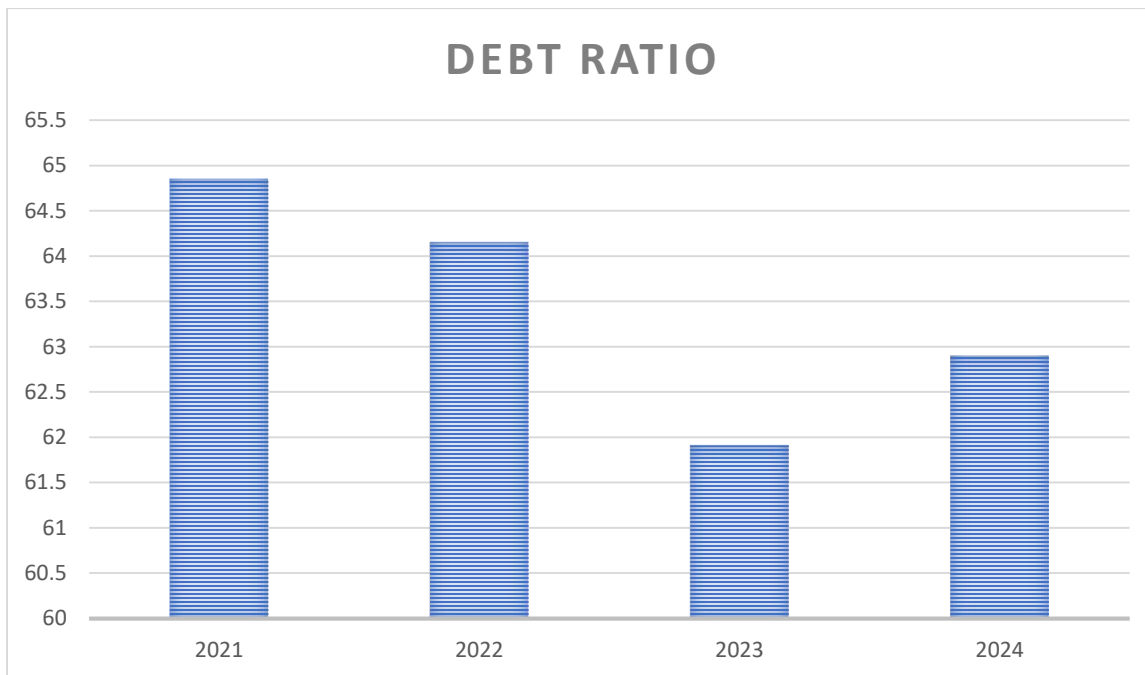


Figure 4.10: Debt Ratio

Interpretation:

The Debt Ratio of PSBL Ltd. has gone down a little and then up a little over the years from 2021 to 2024. In 2021, it was 64.85%. In 2022, it went down to 64.15%, and in 2023, it went down even more to 61.91%. But in 2024, it went up a little to 62.90%. This means that the corporation relied less on debt compared to its assets in the first three years, but there was a little rise in 2024. The debt ratio is still high, which means that many of the company's assets are paid for with debt. This could mean higher financial risk, though it hasn't changed much.

Debt to Equity Ratio:

Years	2021	2022	2023	2024
Debt to Equity Ratio	1.85	1.87	1.63	1.70

Table 4.11: Debt to Equity Ratio

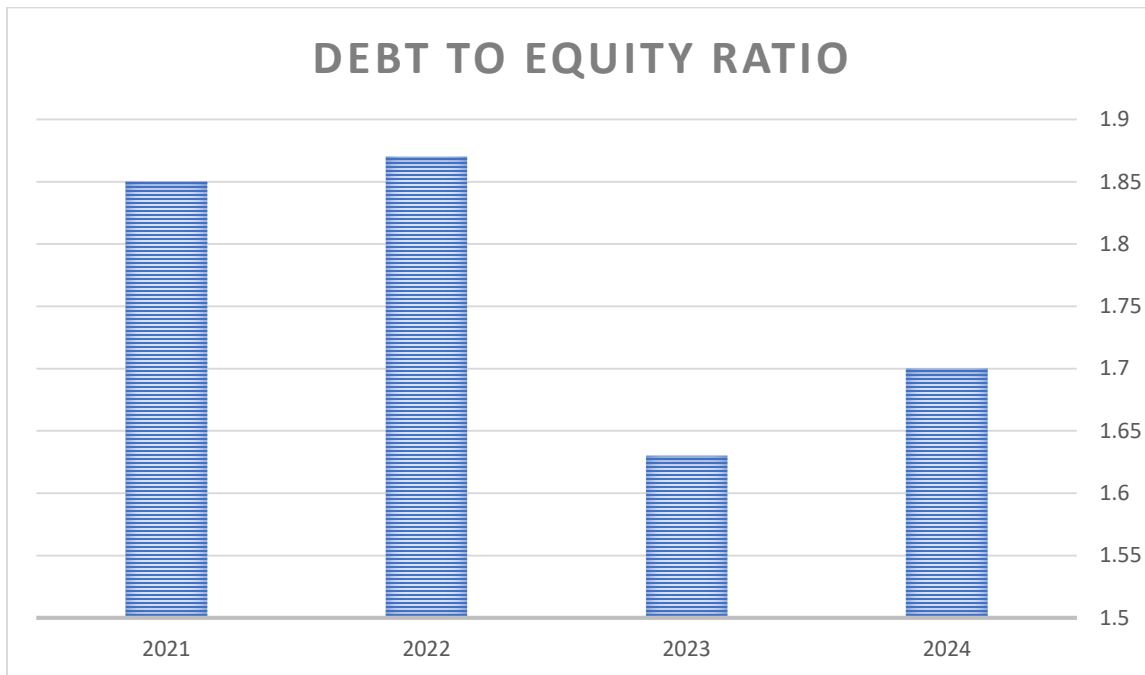


Figure 4.11: Debt to Equity Ratio

Interpretation:

From 2021 to 2024, PSBL Ltd.'s debt to equity ratio has changed a little bit. It started at 1.85 in 2021, went up a little to 1.87 in 2022, and then went down to 1.63 in 2023. It went back up to 1.70 in 2024. This means that the company's debt-to-equity ratio went down in 2023 but went up a little in 2024. If a firm's debt-to-equity ratio is higher than 1, it means that the company is utilizing more debt than equity to pay for its operations, which can mean that the company is taking on more financial risk. The trend, on the other hand, suggests some attempts to cut back on loan reliance, even though the percentage is still high overall.

Chapter-6

Findings, Recommendation, and Conclusion

6.1 Findings of study:

The doing this study has provided me with a great deal of valuable information about the economic situation at Pharma Solutions Bangladesh Ltd. Through my findings, I would like to make some suggestions I feel could help the company in its future development:

- **Gross Profit Margin:** For one thing, the company needs to consider raising gross profit and operating profit margins. Ways of doing this are to reduce factory costs, cut waste, and use resources more productively.
- **Operating Profit Margin:** On the other hand, investment in new assets needs to be carefully scrutinized. If assets do not realize enough in profits, smaller returns can be expected on investment. How to make use of higher returns with the existing assets is a problem that must be solved.
- **Net Profit Margin:** The company also needs to pay more attention to shareholder interests. To raise Return on Equity, efforts should be made to increase net profit by reducing costs and getting more sales.
- **Return on Assets (ROA):** Both the Current Ratio and the Quick Ratio are now in pretty good shape. What the company should do here is to keep this situation. If the company's liquidity position were to become weak in future, it might run into problems in meeting short-term debt commitments.
- **Return on Equity (ROE):** Expanding through many years, ROE sank in 2024. The declining direction here tells us that the company was slightly less successful in turning profits from shareholders ' equity. It could mean that profit is falling, or equity rising.
- **Current Ratio:** The company should reduce unnecessary spending and operate equity wisely. When expenses can be controlled and plans well-conceived, the output profit will naturally go up. Techniques along these lines are now making up one of the hottest conferences around.
- **Quick Ratio:** Over the years, the quick ratio also expanded a bit. Though not large, the gradual improvements suggest that the company is more and more effective in meeting its short-term financial obligations without leaning as much on inventory.

- Total Asset Turnover: Throughout the whole period total asset turnover was falling. This presumably means that the company is not making such good sale use of assets. Less turnover generally suggests assets are not making enough revenue.
- Debt Ratio: Fluctuating up and down, the debt ratio stood for a long while at a fairly high level. This shows a heavy reliance on debt by the company. Changes in both directions suggest indecisive management practices and poorly ordered financial obligations.

6.2 Recommendations:

Through this study, I have learned a lot about the financial position of Pharma Solutions Bangladesh Ltd. Based on my analysis, I would like to give some suggestions which I believe can help the company improve its performance in the future:

- First of all, the company should try to increase both its gross profit margin and operating profit margin. For that, they can control production costs, reduce wastage and use resources more carefully.
- They should be more careful about investing in new assets. If assets are not bringing enough income, then it will hurt the Return on Assets. So, they need to use the existing assets more efficiently instead of just adding new ones.
- The company also needs to focus on giving better returns to the shareholders. To improve Return on Equity, they should work on increasing net profit by managing expenses and improving sales.
- The Current Ratio and Quick Ratio are in a good position now. The company should try to maintain this situation. If liquidity becomes weak in the future, it may face problems in paying short-term liabilities on time.
- The Total Asset Turnover is going down, which is not a good sign. This means the company is not using its assets properly to generate sales. They should try to increase sales with the same level of assets or remove those assets which are not helpful.
- To improve the Net Profit Margin, the company should reduce unnecessary expenses and make better use of its equity. If they can control costs and plan better, profit will automatically increase.

- The Debt Ratio is still quite high and also fluctuating. The company should think seriously about this. If they depend too much on debt for a long time, it can create financial risk in the future. Reducing loans step by step would be a better option.

6.3 Conclusion:

This study conducted the financial analysis of PSBL (Pharma Solutions Bangladesh Ltd.) for the period from 2021 to 2024 with profitability ratios, liquidity ratios, asset management and debt management ratios. The study reveals that PSBL is a financially sound and significant contributor to the pharmaceutical distribution business in Bangladesh, facing profitability issues as well. Although gross profit margin, net profit margin, ROA and ROE mostly showed increasing trends before 2023, their decreasing trend in 2024 reflects that costs are increasing and the remuneration of excesses is becoming increasingly serious.

Liquidity PSBL is not likely to face any short-term cash problem as can be seen from the two liquidity ratios (Current Ratio and Quick Ratio). Nevertheless, the high Debt Ratio and Debt-to-Equity Ratio indicate continued reliance on borrowing resulting in higher financial risk. The news regarding asset management is mixed: inventory turnover has increased, while total assets turnover has decreased suggesting that assets are no longer being employed as effectively to generate sales.

Although the available information is limited, and only internal financial reports provide full data of the PSBL economic status, this article offers a good enough view to create a theoretical model for an ideal balance sheet. If the company can further manage its cost, utilize assets more effectively and eventually stratify down dependence on debt, it would be able to reinforce their financials more and keep serving effectively for healthcare system of Bangladesh.

References

Annual Report

- Annual Report of Pharma solutions Bangladesh Ltd. 2021 to 2024

Web Site

- [https:// www.pharmasolutions.com.bd/](https://www.pharmasolutions.com.bd/)
- <https://www.google.com/>
- <https://www.wikipedia.org/>
- <https://www.managementstudyguide.com/financial-management.htm>
- <https://www.investopedia.com/>

Other References

- Daily Statement of PSBL Ltd.
- Statement of Employees and Finance Team
- Monthly Reports

The End