

JULY AND 7M2024 BUSINESS UPDATES

IMEXPHARM CORPORATION



Strongest monthly results YTD

July net revenue

VND 159 bn

▲ 28% YoY

July EBITDA

VND 34 bn

▲ 1% YoY

July PBT

VND 24 bn

▲ 3% YoY

ETC

▲ 23% YoY

OTC

▲ 63% YoY



July is the **strongest** month year-to-date, recording YoY growth across all profitability indicators



28% increase in net revenue is mainly attributed to OTC performance driven by sales via chains



Revenue from **pharmacy chains** recorded **70% MoM** growth



A sponsorship expense (SG&A) in July impacted the bottom line but will not recur till year-end

ETC remained outperforming while OTC started recovering in 7M2024

7M net revenue

VND 1,167 bn

▲ 12% YoY

7M EBITDA

VND 249 bn

▼ 6% YoY

7M PBT

VND 185 bn

▼ 17% YoY



▲ 31% YoY



▲ 2% YoY



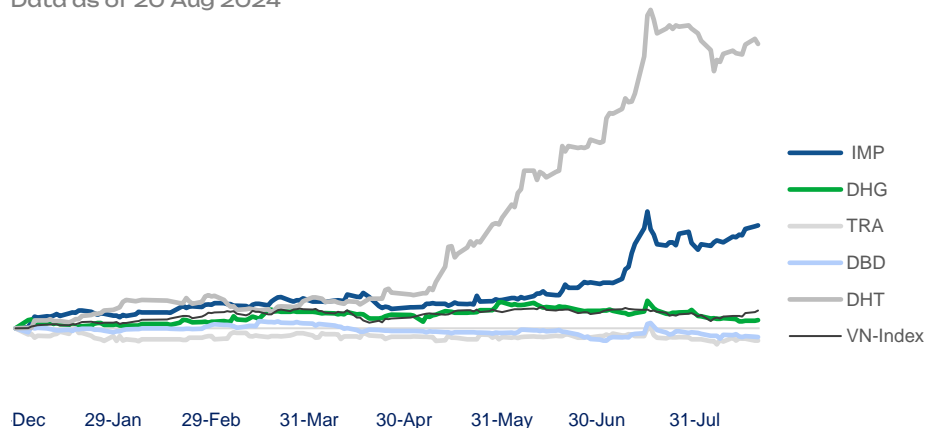
ETC continued to outperform market, reinforcing IMP's **leading position in Antibiotics** (as per 2Q24 IQVIA data)



OTC recovery was driven by **172% YoY growth in pharmacy chains** thanks to new distribution agreements with major chains for multiple SKUs

Stock performance and business highlights

Data as of 20 Aug 2024



	IMP	DHG	TRA	DHT	DBD
YTD avg. daily trading volume	53,598	25,735	2,277	137,401	136,496
YTD stock performance	▲ 74%	▲ 6%	▼ (9%)	▲ 204%	▼ (6%)
Daily trading volume in 7M24 vs. 2023	▲ 281%	▼ (22%)	▼ (5%)	▲ 63%	▼ (8%)

1. **Stock bonus issuance** was approved by General Shareholder Meeting

- ✓ Payment ratio: 100% (1:1)
- ✓ Post-issuance expected charter capital: VND 1,540 bn

2. **Reinforce management team** with a highly capable industry veteran

New appointment of Ms. Hoai Le – Deputy CEO cum. Chief Commercial Officer with rich experience as a business leader at



- United International Pharma – CEO
- Hoan My Medical Group – Group COO
- Abbott – General Director
- GSK – Marketing/ Product Director

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Contact Us

Imexpharm Investor Relations Team

Office: Floor 24, Flemington Tower, 182 Le Dai Hanh Street, Ward 15, District 11, HCMC

Email: ir@imexpharm.com





Thank You



For further discussion, please contact our IR team
ir@imexpharm.com