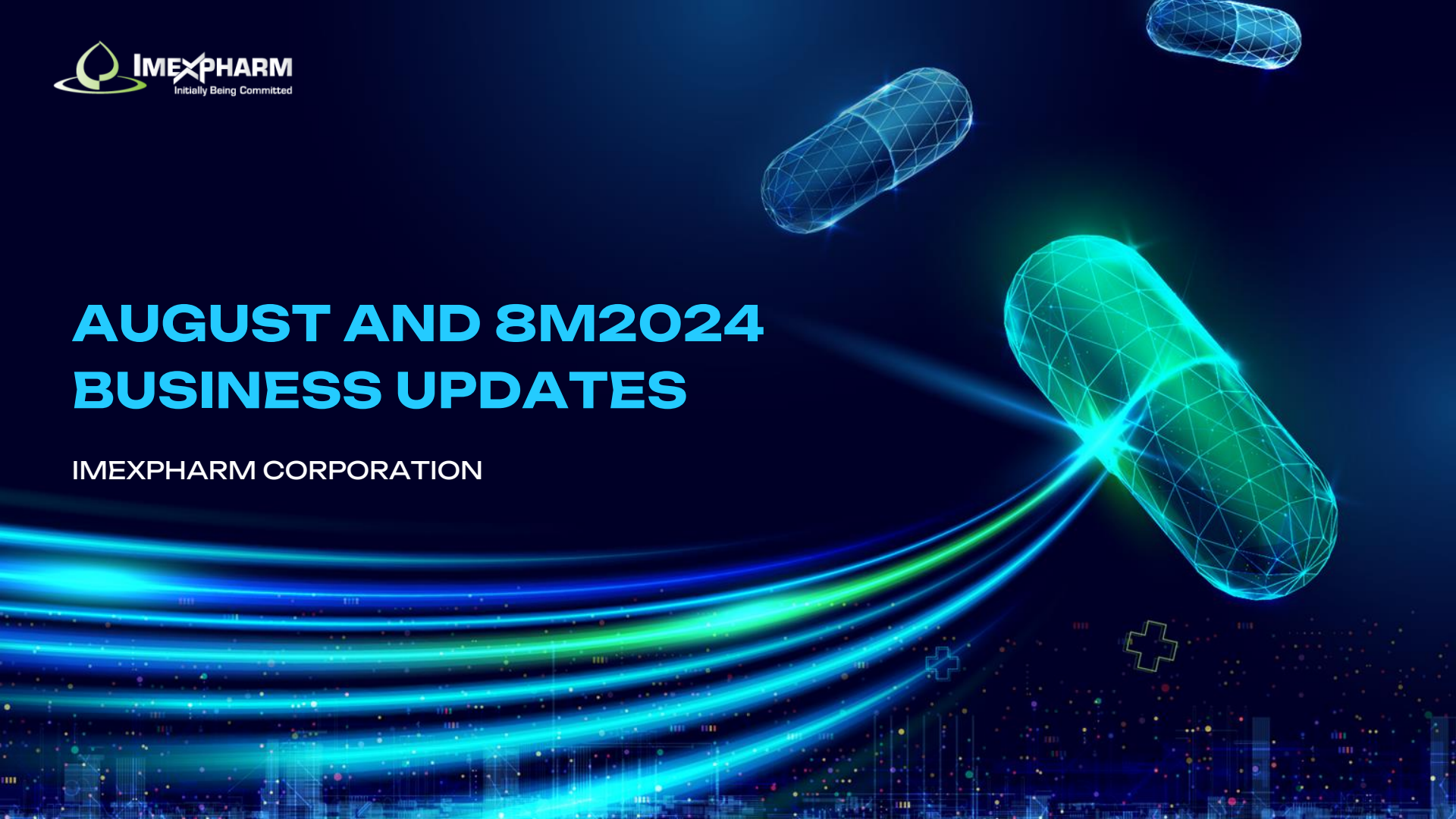




AUGUST AND 8M2024 BUSINESS UPDATES

IMEXPHARM CORPORATION



Continued M-o-M growth in revenue and earnings, driven by ETC channel

August net revenue

VND 177 bn

▲ 11% MoM

August EBITDA

VND 37 bn

▲ 9% MoM

August PBT

VND 28 bn

▲ 13% MoM



▲ 22% MoM



▼ 15% MoM

- We continued to experience **month-over-month growth**, though year-over-year growth has slowed due to the strong performance in August 2023.
- ETC maintained its strong revenue growth trajectory, achieving a **44% year-over-year increase**.
- In OTC, we expanded our retail network and saw sustained growth in sales through **key chains, up 53% year-over-year**. However, a decline in sales to distributors and retail pharmacies resulted in an overall **decrease in OTC revenue, reflecting OTC market challenges**.

Outperforming market in both ETC and OTC; endeavor to align year-end targets

8M net revenue

VND 1,344 bn

▲ 10% YoY



▲ 54% YoY

8M EBITDA

VND 285 bn

▼ 8% YoY



▼ 3% YoY

8M PBT

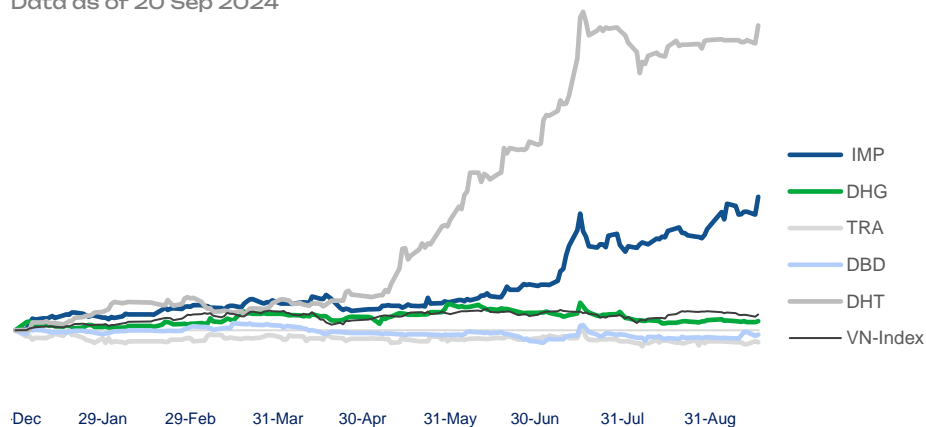
VND 213 bn

▼ 18% YoY

- We have achieved VND 1,344 billion in net revenue, representing 57% of our annual target. We are confident in delivering our target revenue for the year as revenue tends to skew towards the final quarter of every year
- Given ongoing challenges in the OTC market, we are currently making appropriate adjustments including sales and marketing program optimization to align year-end bottom line targets
- Both ETC and OTC are outperforming market

Stock performance and business highlights

Data as of 20 Sep 2024



	IMP	DHG	TRA	DHT	DBD
YTD avg. daily trading volume	61,797	25,038	2,176	126,863	159,491
YTD stock performance	▲ 96%	▲ 7%	▼ (9%)	▲ 219%	▼ (3%)
Daily trading volume in 8M24 vs. 2023	▲ 340%	▼ (24%)	▼ (9%)	▲ 51%	▲ 7%
Market cap (VND billion)	7,662	14,092	3,208	5,912	3,929

1. Stock bonus issuance execution

- ✓ Ex-right date: September 17, 2024
- ✓ Payment ratio: 100% (1:1)
- ✓ Post-issuance charter capital: VND 1,540 bn

2. Organizational restructuring

- ✓ To improve supply chain management and customer satisfaction
- ✓ To strengthen the processes between Finance team and Procurement team

3. Attend C-level forum in Pharma in Shanghai

- ✓ To showcase the growth potential of the Vietnam pharmaceutical market to key industry stakeholders and potential investors.
- ✓ To continue engaging with international investors

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Thank You



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