



# INVESTOR & ANALYST PRESENTATION

**IMEXPHARM CORPORATION**

Q3 and Nine Months to 30 September 2024



# Year-to-date results underpinned by continued market leadership reinforcement

## Net revenue 9M

VND 1,553 bn

▲ 12% YoY

## EBITDA 9M

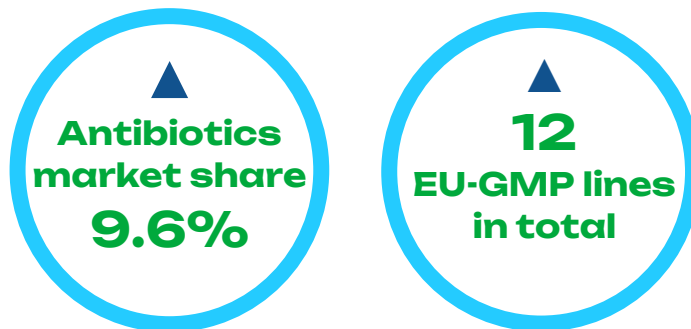
VND 334 bn

▼ 4% YoY (H1: down 7%)

## PBT 9M

VND 252 bn

▼ 12% YoY (H1: down 19%)



## Net revenue Q3

VND 545 bn

▲ 5% QoQ

## EBITDA Q3

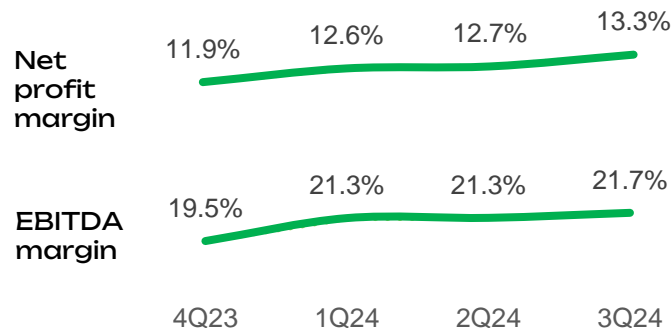
VND 118 bn

▲ 7% QoQ

## PBT Q3

VND 91 bn

▲ 10% QoQ



# Substantial growth in Sep positions the company for a robust final quarter

## September Net revenue

VND 209 bn

▲ 28% YoY



▲ 81% YoY

## September EBITDA

VND 48 bn

▲ 31% YoY



▲ 17% YoY

## September PBT

VND 39 bn

▲ 42% YoY



Imexpharm is encouraged by its September performance, in particular the demand for IMP4 products and the revival of OTC via pharmacy chains



September 2024 revenue at IMP4 was triple that of September 2023, and double compared to August 2024



Strong growth in September revenues which were up 28% year-on-year and 18% month-on-month

# A highly successful Q3 has re-energized Imexpharm's growth rate

## Net revenue Q3

VND 545 bn

▲ 17% YoY

▲ 5% QoQ

## EBITDA Q3

VND 118 bn

▲ 3% YoY

▲ 7% QoQ

## PBT Q3

VND 91 bn

▲ 5% YoY

▲ 10% QoQ

- **Aggressive expansion in ETC revenues**  
**Recovery in OTC channel** driven by sales to pharma chains and the recovery of sales to retail pharmacies.
- Completed bonus share issuance transforms IMP into the **market leader by charter capital**
- Appointed **industry expert as Chairman** and **pharma industry veteran as Deputy CEO**
- Important steps towards future expansion taken with **plans for Cat Khanh pharma factory approved by shareholders**

# Growing stronger than the industry in 9M2024

## Net revenue Nine Months

VND 1,553 bn

▲ 12% YoY

## EBITDA Nine Months

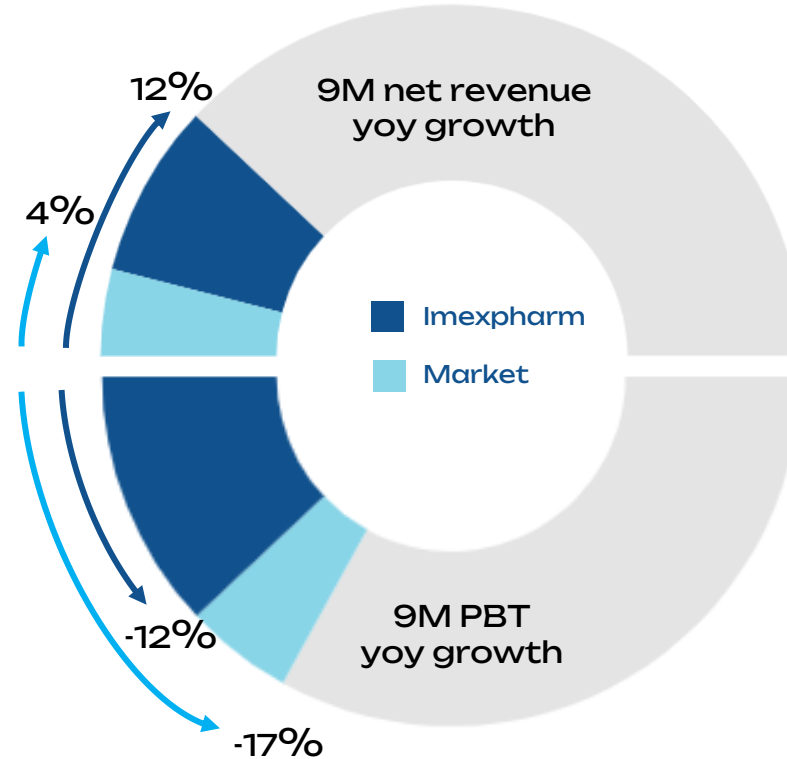
VND 334 bn

▼ 4% YoY (H1: down 7%)

## PBT Nine Months

VND 252 bn

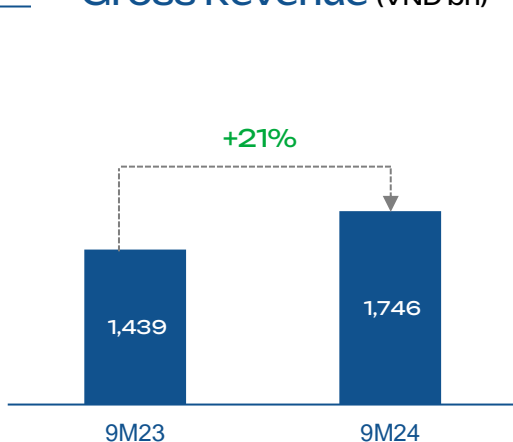
▼ 12% YoY (H1: down 19%)



Market figures based on business results of top 5 local pharma companies by revenue as of 30 Oct 2024

# ETC continues to drive total sales; OTC shows signs of recovery

## Gross Revenue (VND bn)



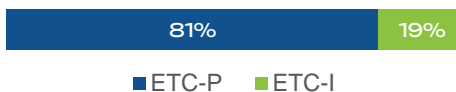
### Gross revenue mix



## ETC Channel

**ETC** ▲ 57% yoy

**ETC-P** ▲ 61% yoy



- Ongoing hospital channel growth and partner expansion
- Significant contribution from new SKUs in Q3
- Overall H1 ETC market growth of 11% indicates significant outperformance of IMP

## OTC Channel

**OTC** ▬ 0% yoy

**Chains** ▲ 158% yoy

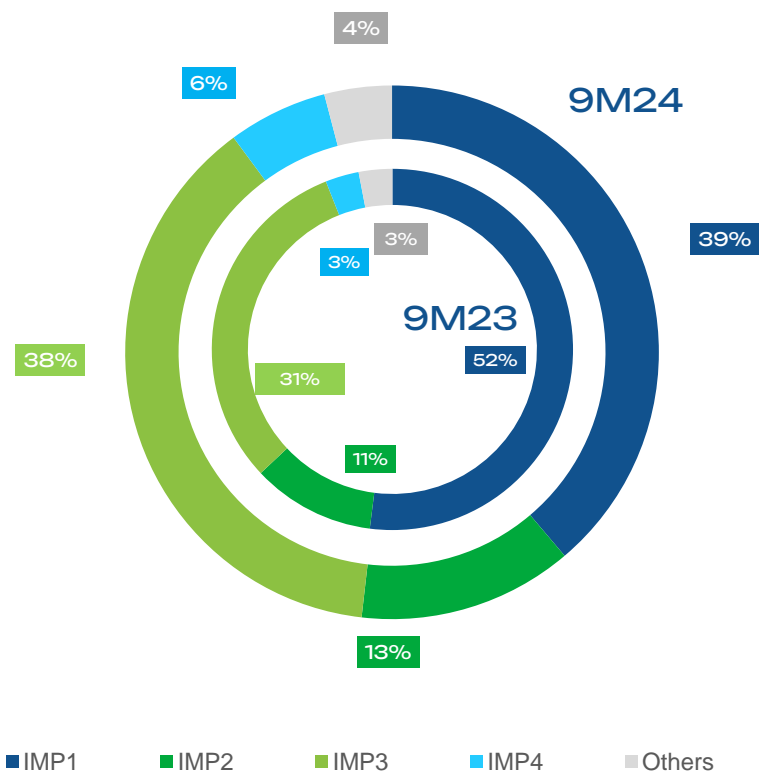


9M24 OTC flat yoy due to prudent retail spending and sluggish market

Promising signs of recovery driven by retail pharmacy revenue and pharmacy chain partnership strategy:

- Q3 OTC sales up 8% yoy, pharmacy chain sales up 182%

## IMP boosted production at its higher-value, EU-GMP factories



Factory	Production volume 9M24 vs. 9M23
IMP1	▼ (9%)
IMP2	▲ 17%
IMP3	▼ (9%)
IMP4	▲ 151%
Others	▲ 54%
TOTAL	▼ (7%)



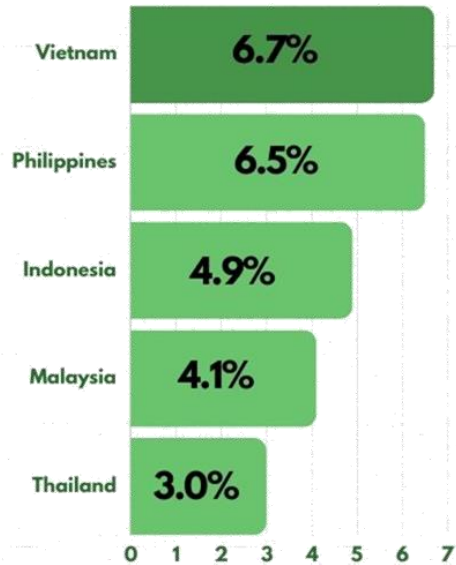
Production volume declined due to (i) inventory rebalancing at IMP1 ; (ii) one line of non-beta lactam at IMP1 stopped for a month for maintenance and (iii) delay in delivery schedule of several IMP3 customers. This will be carried over to Q4 calendar.



IMP4 started generating positive cash flow with positive EBITDA. IMP 4 to reach BEP in 4Q2024

# Imexpharm is aligned with the positive macro-forces shaping Vietnam

Average forecast GDP growth, 2023-2027



Key growth drivers powering Vietnam's ongoing development



Strong income growth



Improving infrastructure



Favorable demographics



Expanding trading network



Stable policy environment



Beneficiary of global shifts

Vietnam's middle class is forecast to make up 75% of the total population by 2030

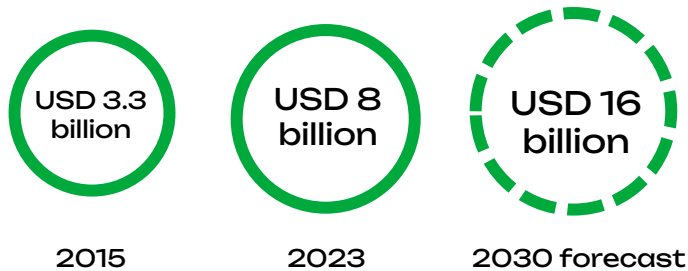


# Vietnam's new Pharmaceutical Law is a catalyst for growth

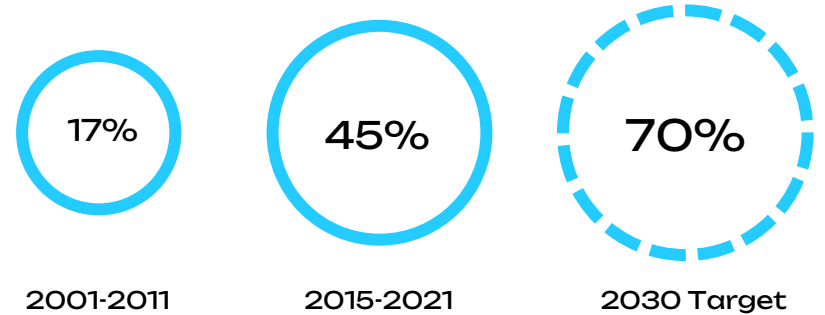
As per new Pharmacy Law, Vietnam aims to position itself as a **regional hub for high-value pharmaceutical production**.

- Improving the efficiency of administrative processes to enhance public access to new drugs
- Attract more foreign investment in pharma sector, focusing on R&D. Several centralized pharma IZ are expected to be established soon

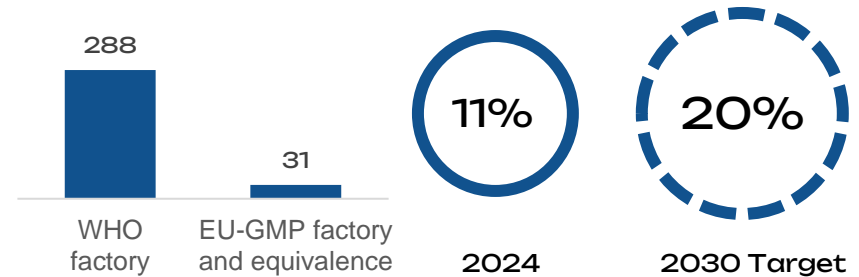
## Market value



## Local production value contribution



## EU-GMP & equivalent production capacity



Source: DAV, KPMG forecast

## New Chairman and Deputy CEO contribute 50+ years of experience

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### Chairman

#### Mr Sung Min Woo (Matthew)

- Over **20 years** of experience helping Asian corporates become industry leaders
- **Head of SK Group's** HCMC branch and former **Oliver Wyman Partner**
- **In-dept understanding of Vietnam's** pharma sector with nearly a decade of experience on the ground



### Deputy CEO - Chief Commercial Officer

#### Ms Le Nu Minh Hoai

- Former General Director of United International Pharma (UIP)
- **30 years** in both international and domestic pharmaceutical industries
- Successfully transformed UIP into a **profitable enterprise** known for a **high-performance culture**

# Foundations ready to support Imexpharm's exciting future



## Key drivers for the final quarter of 2024

No.	Target (VND Bn)	2023 (VND Bn)	Target growth	9M24 (VND Bn)	Completion rate vs. target
1	Gross revenue	2,114	24%	1,746	66%
2	Net revenue	1,994	19%	1,553	66%
3	PBT	377	12%	252	60%
4	EBITDA	466	18%	334	61%

- An **additional production line** at IMP4 has become revenue generating and will operate at **high utilization** throughout Q4 to fulfill significant pre-order demand
- IMP4 became **cashflow positive** in Q3 and is operating at **reach breakeven point** in Q4
- Customer scheduling changes created a backlog of deliveries in Q3 that will **be realized in Q4**
- **The recovery in the OTC** market seen in Q3 will be sustained throughout Q4

# IMP: Outperforming pharma industry and market



**IMP**  
(HOSE)

Stock price (VND)	50,000	
Market cap (VND)	7,700 Bn	Up 97% ytd
Average daily trading volume in 9M24 (shares)	68,736	x5 vs. 2023 average
EBITDA multiple	17.0 x	
Revenue multiple	3.6 x	

(\*) Data as of 30 Sep 2024 based on 3Q24 P&L

# Thank You

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For further discussion, please contact our IR team  
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