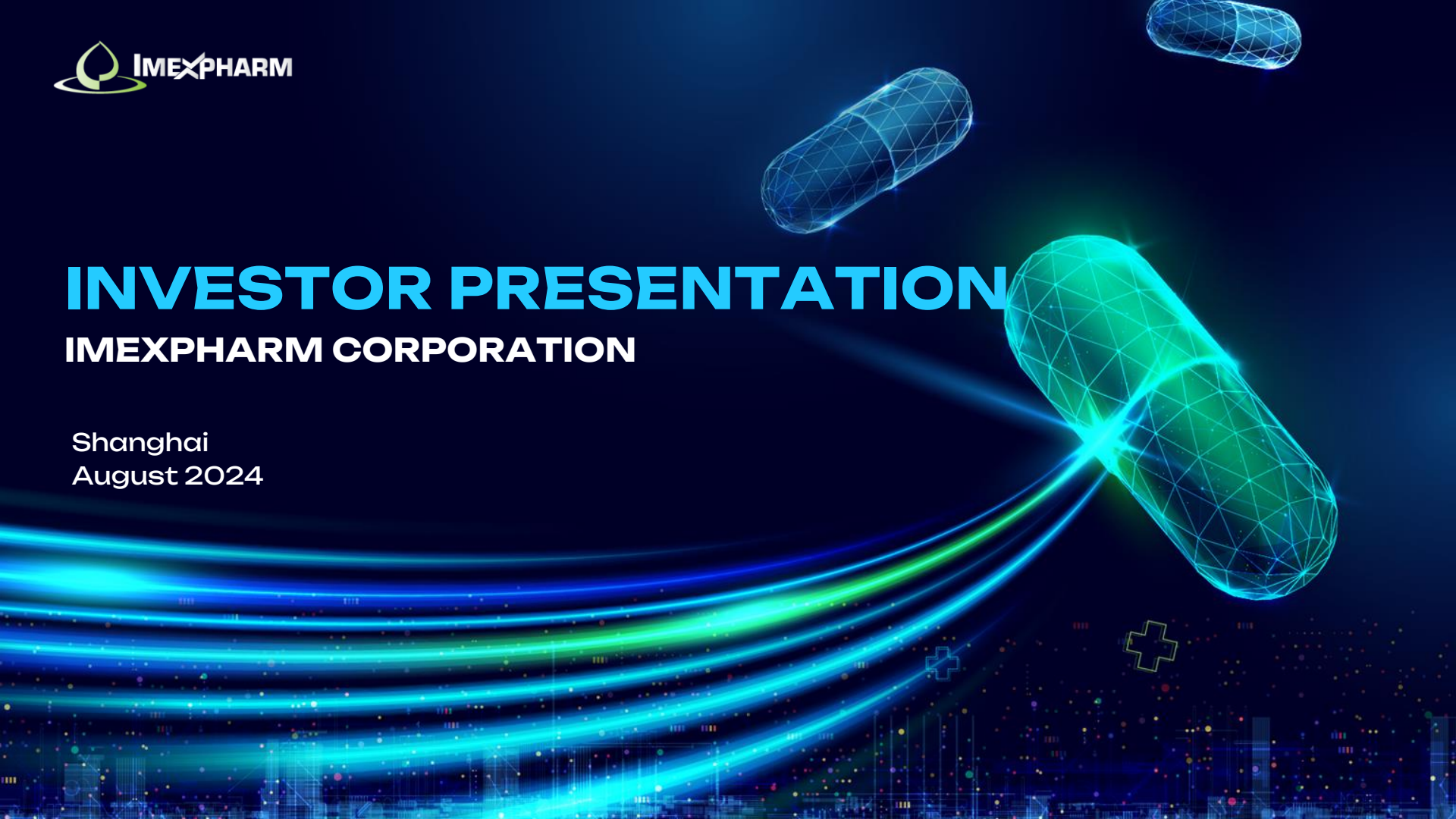




INVESTOR PRESENTATION

IMEXPHARM CORPORATION

Shanghai
August 2024





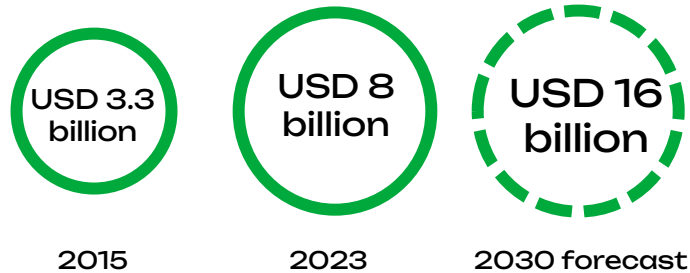
01

VIETNAM PHARMACEUTICAL MARKET OVERVIEW

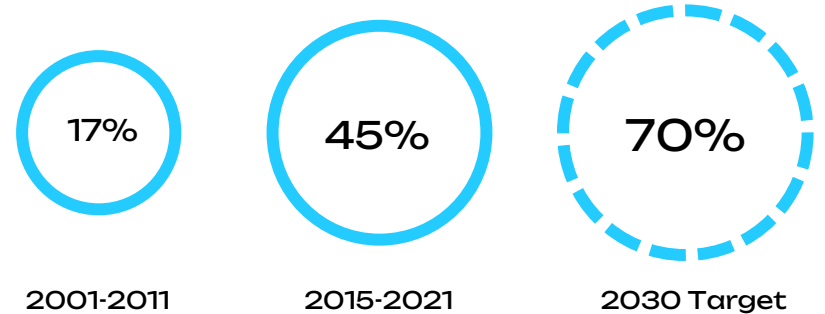
Fast-growing Vietnam pharma market with increasing local contribution

- Vietnam as one of 17 countries classified as **pharmerging** markets with **double digit growth**
- In Oct 2023, Vietnam issued **National Strategy** for Vietnam's pharma industry development by 2030 with a vision towards 2045, **aiming to reach WHO maturity level 4**

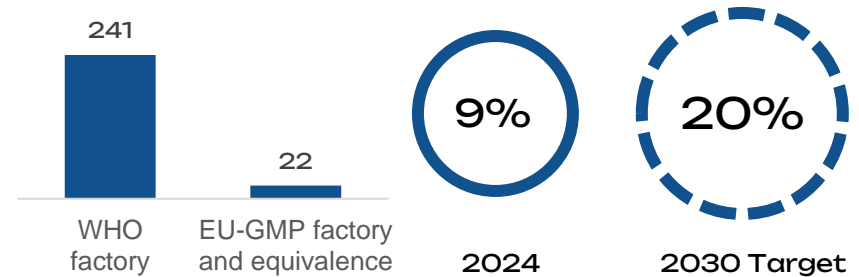
Market value



Local production value contribution



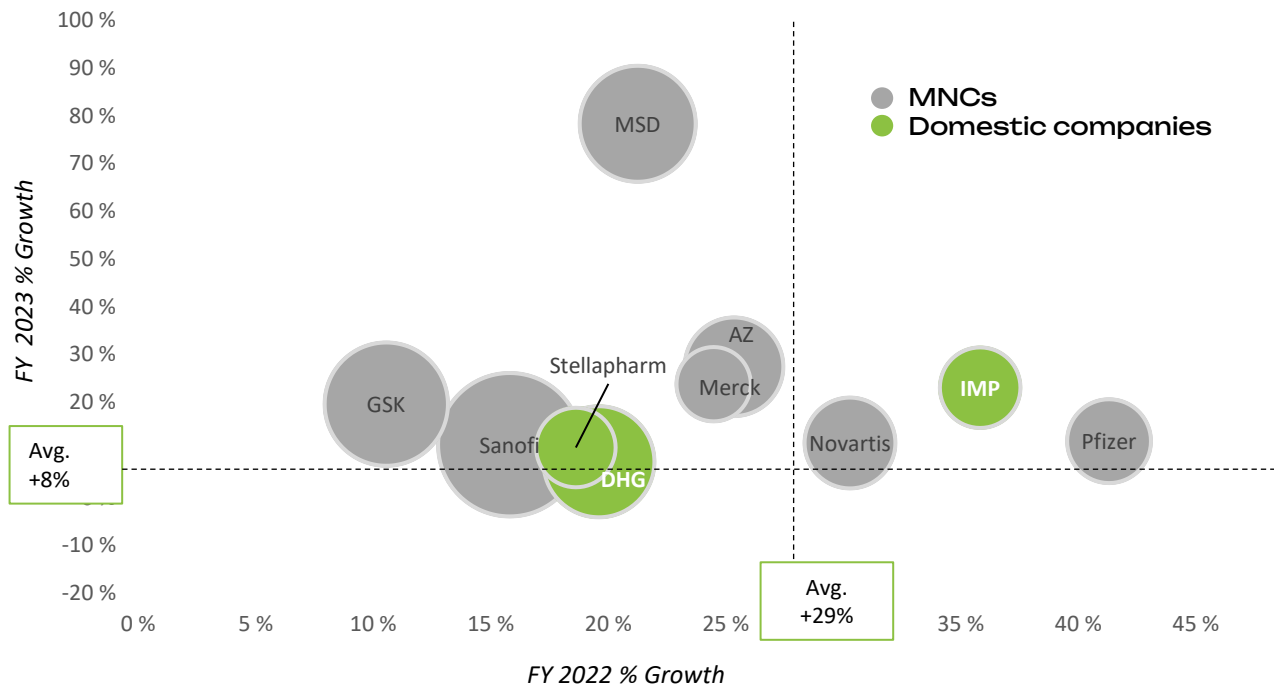
EU-GMP & equivalent production capacity



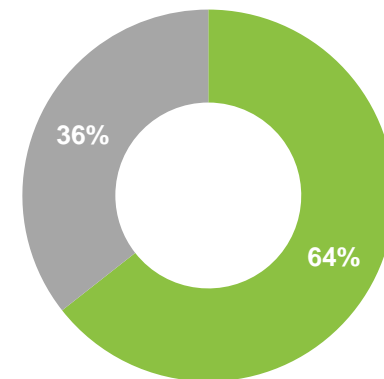
Source: DAV, KPMG forecast

Fast-growing Vietnam pharma market with increasing local contribution

Top 10 pharma companies by sales value in 2023



Market value by MNC/non-MNC

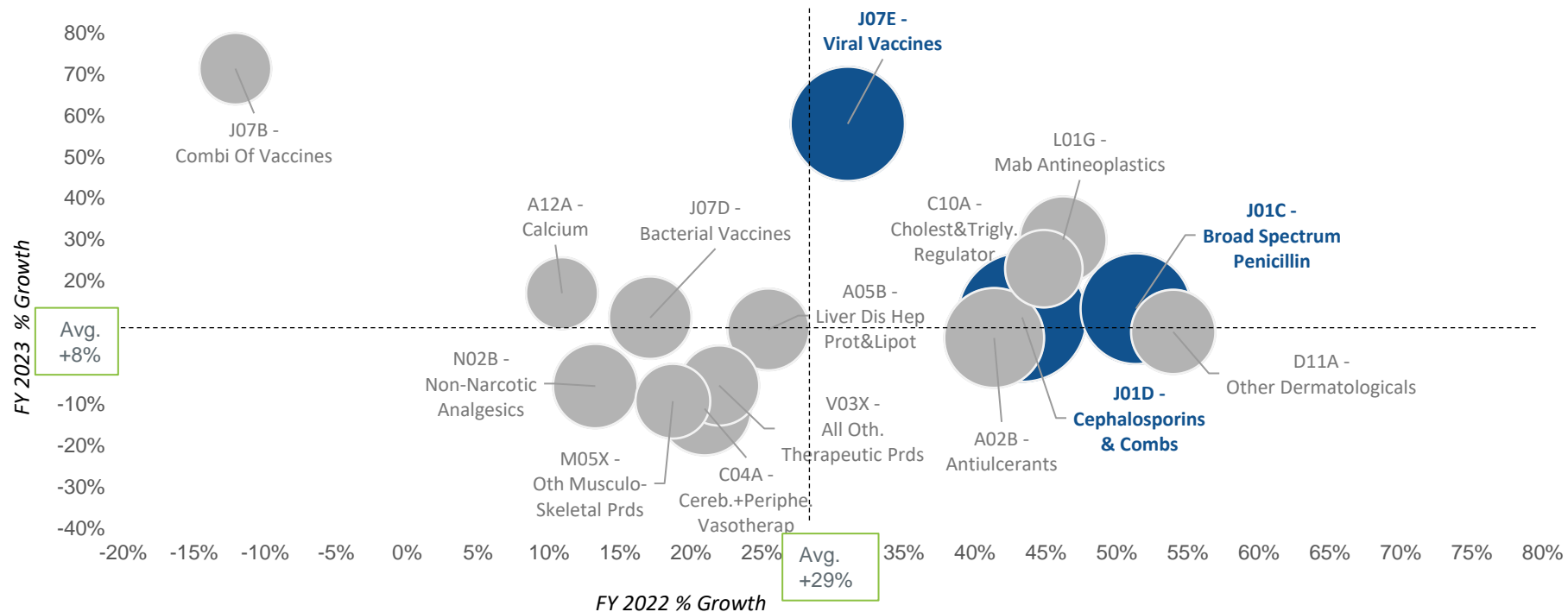


(Sources: FY2023 IQVIA report and DAV report)

Viral vaccines and antibiotics are leading market in terms of sales value

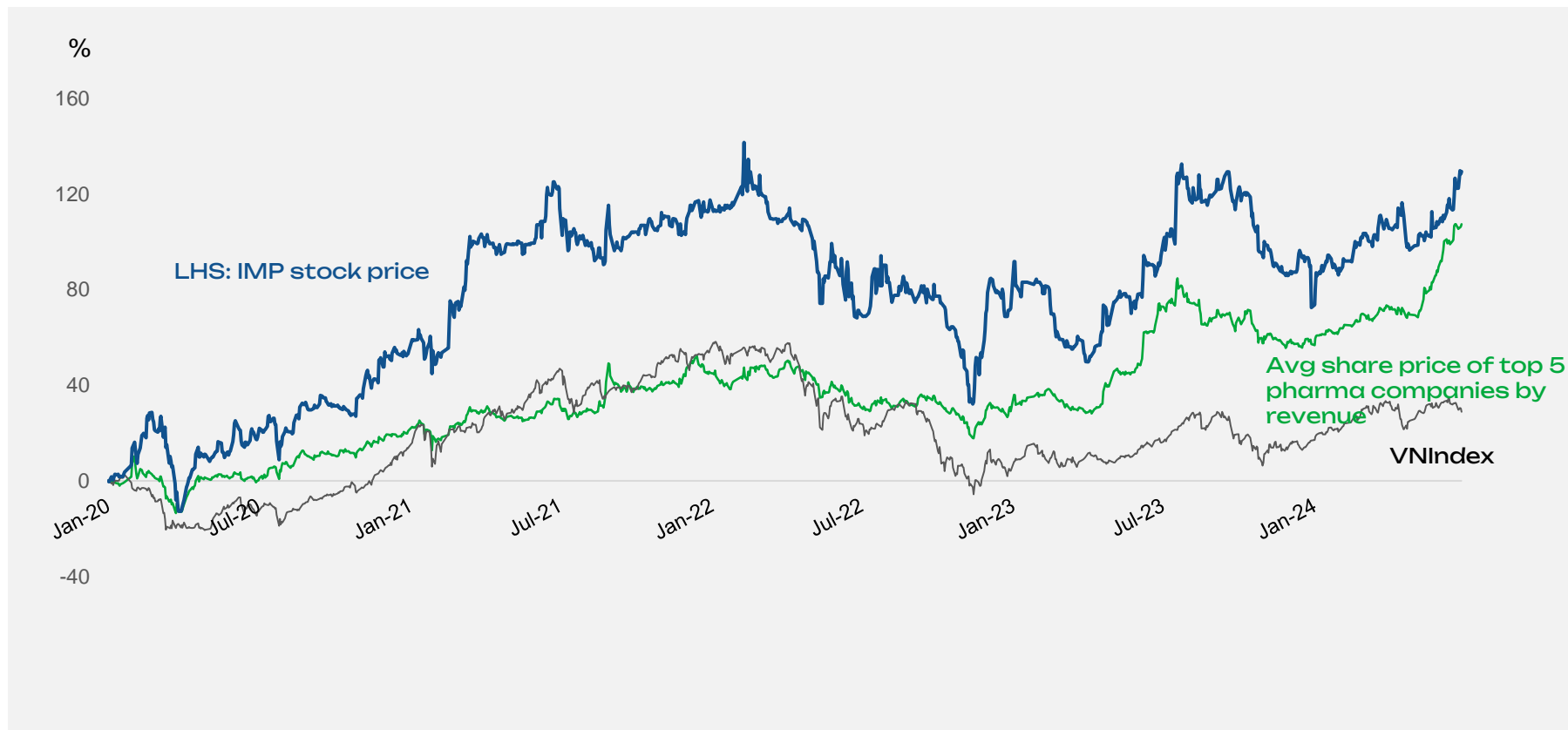
Top 15 leading ATC3 by sales value in 2023

IMP is covering J01C and J01D



(Sources: FY2023 IQVIA report and DAV report)

Outperforming pharma industry

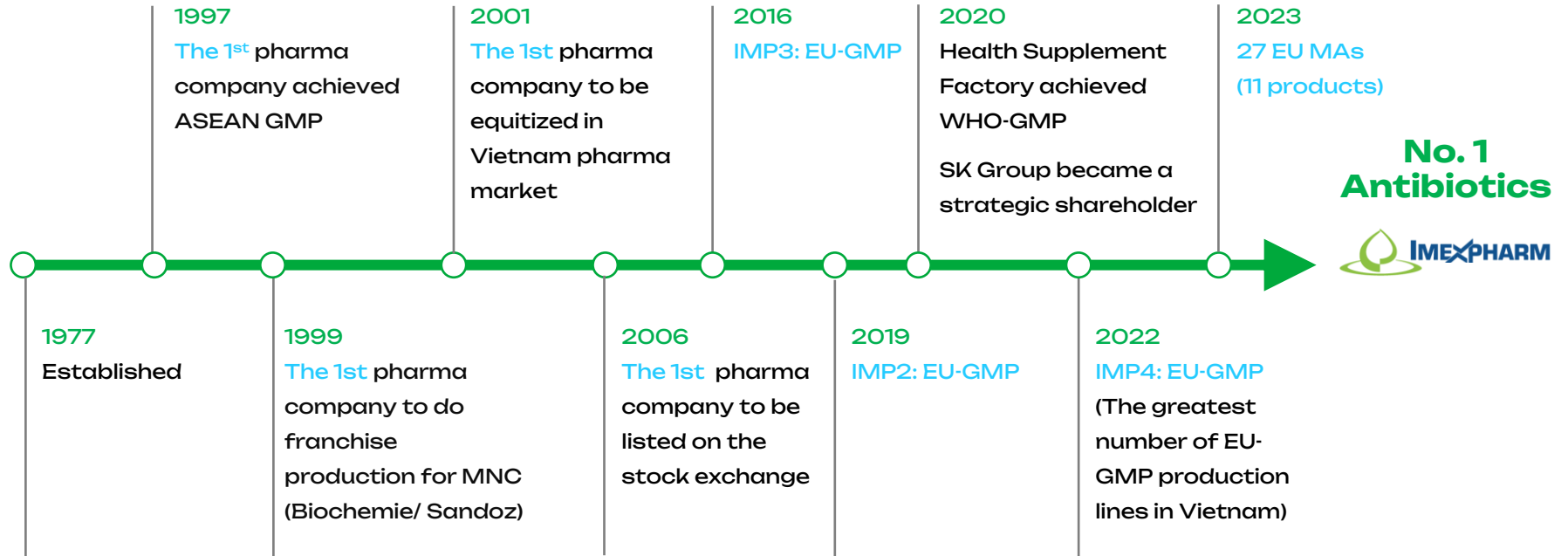




02

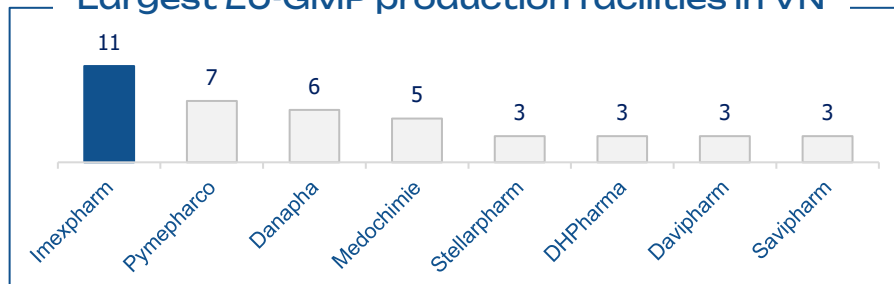
COMPANY PROFILE

Five decades of pioneering and innovation

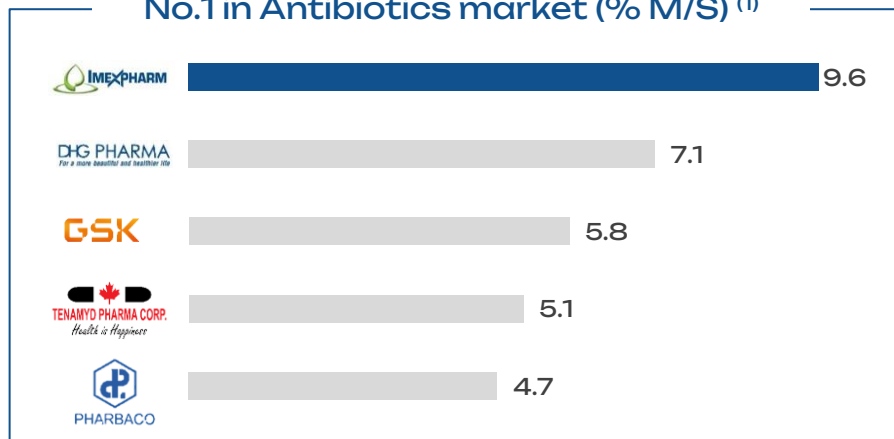


A leading Pharmaceutical company in Vietnam

Largest EU-GMP production facilities in VN



No.1 in Antibiotics market (% M/S) ⁽¹⁾



A leading Pharmaceutical company in Vietnam

Net revenue

USD 79.8 million

▲ 21% growth rate

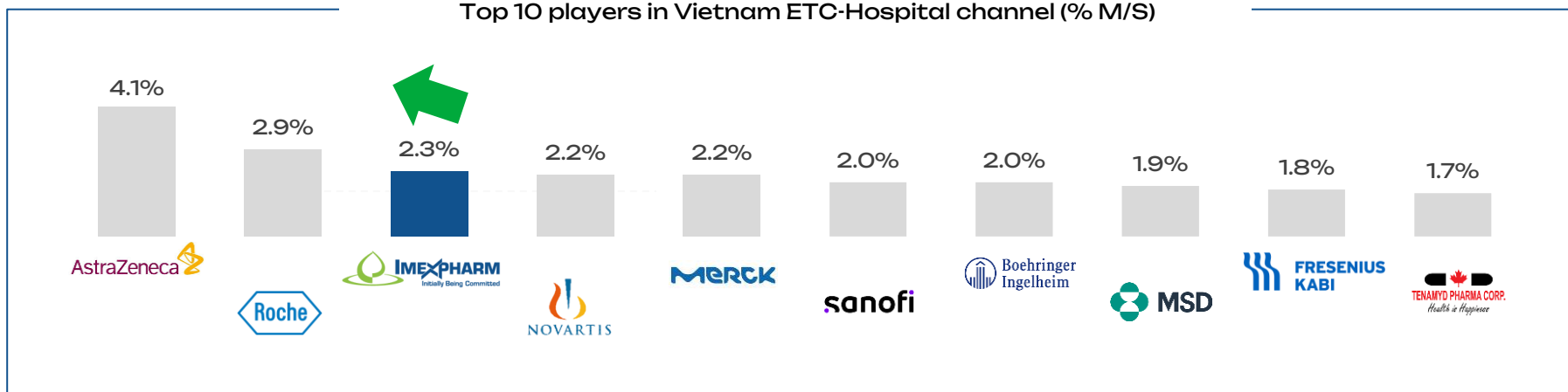
EBITDA

USD 18.6 million

▲ 31% growth rate

Imexpharm is capitalizing on its leading ETC position

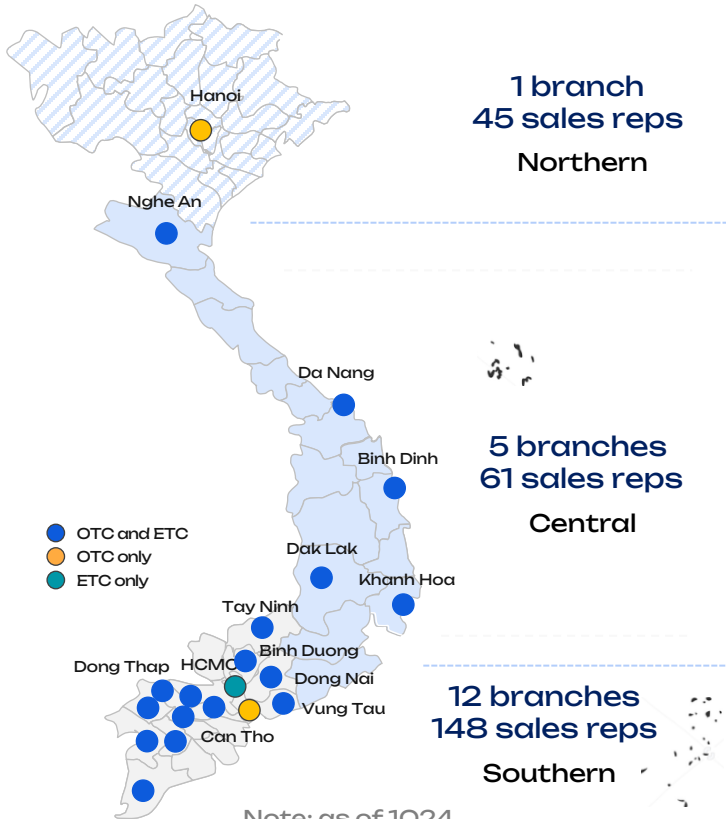
We are now the number **THREE** player in Vietnam's ETC-Hospital channel, far ahead of all other local players



Source: IQVIA (excluding vaccines)

Rapidly expanding OTC network

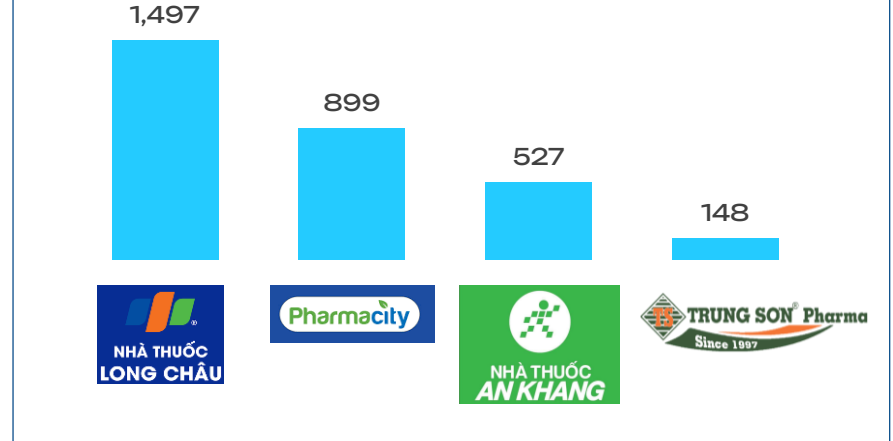
Our nationwide sales network covers **63/ 63** cities in Vietnam



We sell to **17,500+** mom-and-pop pharmacies in the country and have developed strong partnerships with the **leading pharmacy chains.**

Top four pharmacy chains in Vietnam are our strategic customers

Number of pharmacy stores by end of 2023



Strong partnership with global pharmaceutical companies

sanofi

 **SANDOZ**

 **pharma
science**

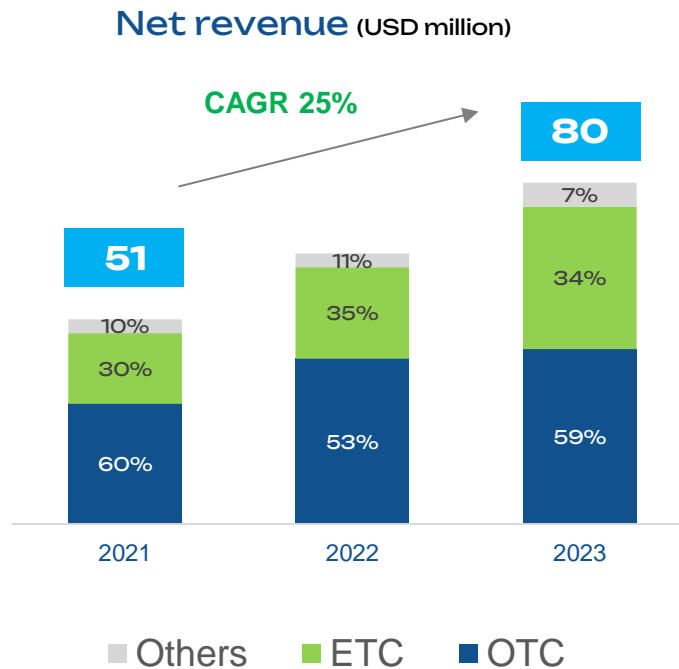
SK 

 **GENUONE
SCIENCES**

Strong revenue momentum

USD 80 million record high revenue in 2023 with:

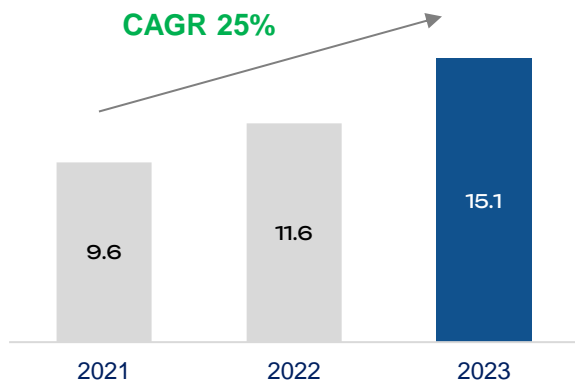
- 6% year-on-year increase in OTC revenue despite a flat OTC market, driven by a 164% increase in sales to pharmacy chains; and
- 56% year-on-year growth in ETC revenue which led to
- IMP being ranked as No.4 in the ETC market from No.7 in 2022



Sustainable profit growth

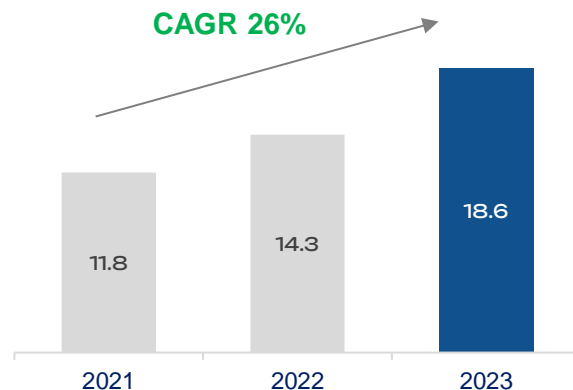
Profit before tax (USD million)

- Consistent investment in **EU-GMP production** created **competitive advantages** for IMP to sustain strong profitability



EBITDA (USD million)

- Profit margin has significantly improved given enhanced **economies of scale** and multiple initiatives to **optimize operational efficiency**

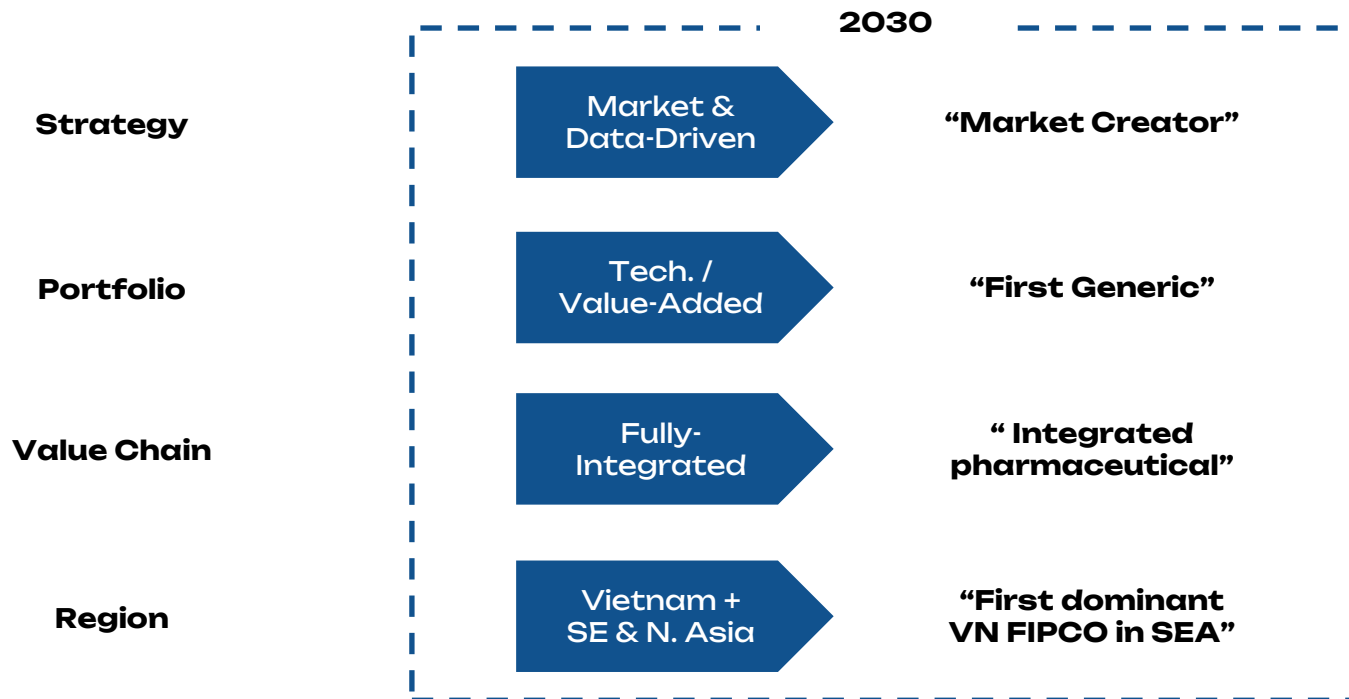


(* EBITDA excludes financial income & other income)

Our products



Our 2030 vision is to be a SEA regional top-tier fully-integrated pharma



Thank You



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