

# 2M2025 BUSINESS UPDATES

IMEXPHARM CORPORATION



# Explanatory note

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Due to the impact of the Tet holiday, which fell in different months this year and last year, a standalone year-over-year comparison of January and February would not provide meaningful insights. Therefore, we are reporting our cumulative results for the first two months of the year (2M) to ensure a more accurate and relevant performance analysis.

# Robust revenue & profit growth fueled by sustained ETC & OTC recovery momentum

## 2M net revenue

VND 380 bn

▲ 18% YoY

## 2M EBITDA

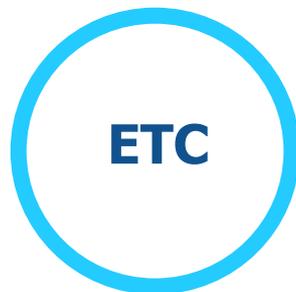
VND 77 bn

▲ 10% YoY

## 2M PBT

VND 57 bn

▲ 16% YoY



▲ 32% YoY



▲ 18% YoY

- Revenue across **all factories**, including WHO GMP and EU GMP facilities, achieved **double-digit growth**.
- The OTC channel showed a **strong recovery**, driven by relentless **marketing efforts**. 2M2025 OTC revenue reached a **record-high for two consecutive months**.
- Collaboration with key pharmacy chains **continued to expand**, with sales through chains accounting for **16%** of total OTC revenue.

# Brand MKT and trade MKT programs were aggressively leveraged throughout 2M

## FOR A FESTIVE TET AND PROSPEROUS NEW YEAR



## SCIENTIFIC SEMINARS FOR HOSPITALS AND CLINICS



## FOR A JOYFUL SUMMER



## BY YOUR SIDE IN RAINY SEASON



## IMP BRANDING AT PHARMACIES



- Roll out several marketing programs including both brand marketing and trade marketing for OTC channel
- Continue delivering scientific seminars, engaging with hospitals and clinics to promote IMP's industry-leading EU-GMP production facilities and IMP's high-tech high-quality products

# Stock performance & IR activities

	IMP	DHG	TRA	DHT	DBD
YTD avg. daily trading volume	177,059	20,146	3,474	66,171	425,276
YTD stock performance	▲ 2%	▼ (2%)	▼ (3%)	▼ (5%)	▲ 1%
Daily trading volume in 2M25 vs. 2M24	▲ 394%	▲ 17%	▲ 57%	▼ (52%)	▲ 300%
Market cap (VND billion)	7,377	13,271	3,150	7,394	5,445



Imexpharm actively engaged with both international and domestic investors at [Vietnam Access Day](#), one of the largest annual investment conferences in Vietnam, hosted by Vietcap.

We also organized an [EU-GMP factory visit](#) to IMP3, showcasing our industry-leading EU-GMP production facilities to a group of institutional investors.

# Disclaimer

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# Thank You

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