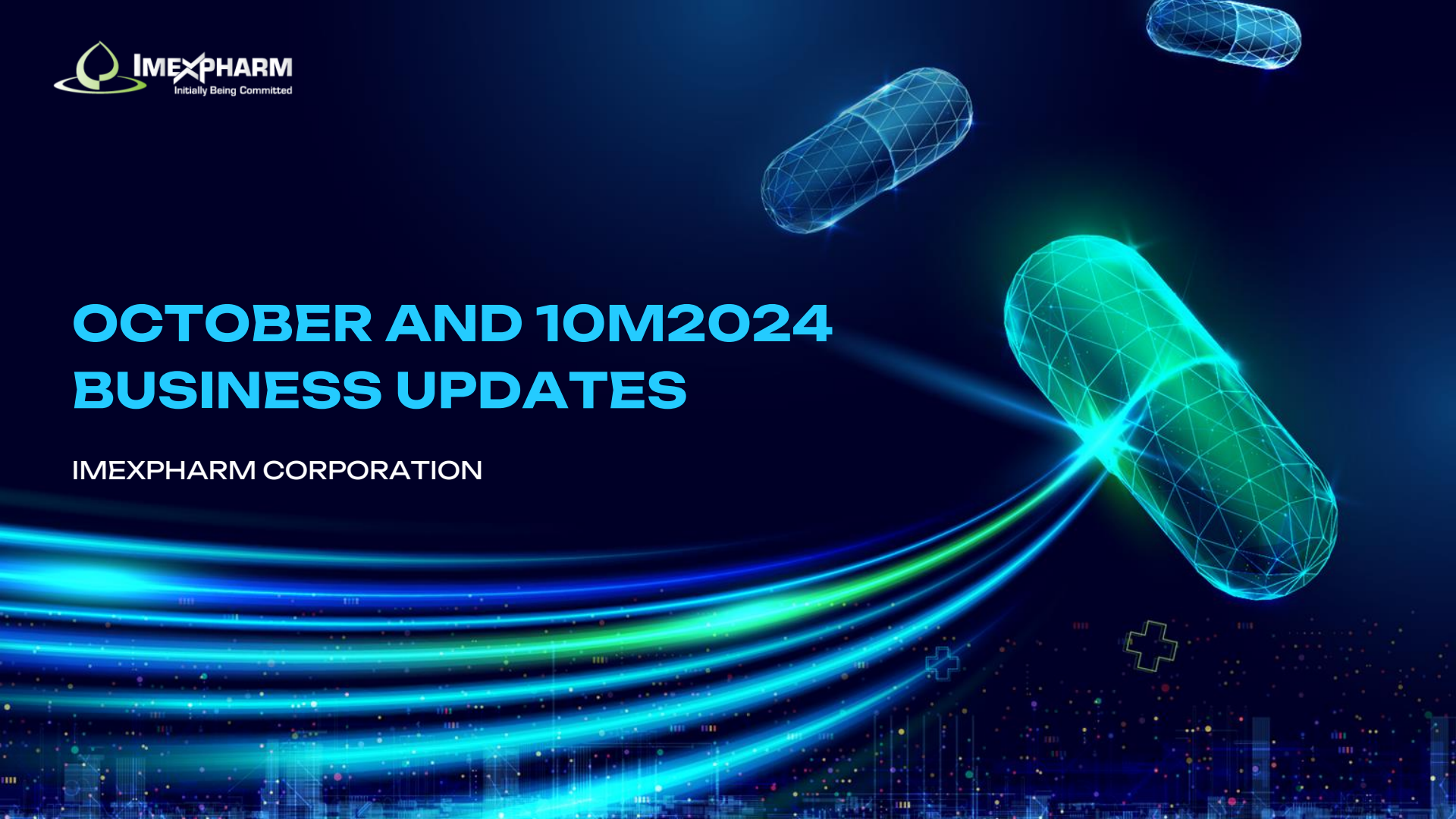


OCTOBER AND 10M2024 BUSINESS UPDATES

IMEXPHARM CORPORATION



Sharp increase in EBITDA and PBT fueled by efficient cost management

October net revenue

VND 176 bn

▼ 3% YoY

October EBITDA

VND 50 bn

▲ 22% YoY

October PBT

VND 41 bn

▲ 29% YoY

ETC

▲ 41% YoY

OTC

▼ 15% YoY

- IMP achieved **record-high monthly EBITDA and PBT**, surging **22%** and **29%** year-over-year, respectively, despite a slight dip in October's net revenue
- SG&A costs were optimized to **the lowest level year-to-date**, reflecting a **21% year-over-year** reduction.
- Following a significant increase in factory utilization at IMP2 and IMP4; COGS decreased by **6%** compared to October 2023.
- ETC channel continued to be a revenue key driver with **41%** year-on-year growth in October.

Strong revenue propels resilient 10M performance

10M net revenue

VND 1,729 bn

▲ 10% YoY

10M EBITDA

VND 384 bn

▼ 1% YoY (9M: down 4%)

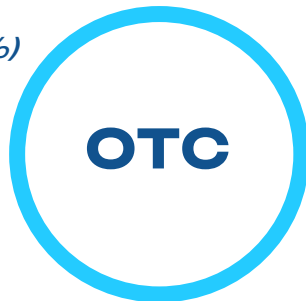
10M PBT

VND 293 bn

▼ 8% YoY (9M: down 12%)



▲ 33% YoY

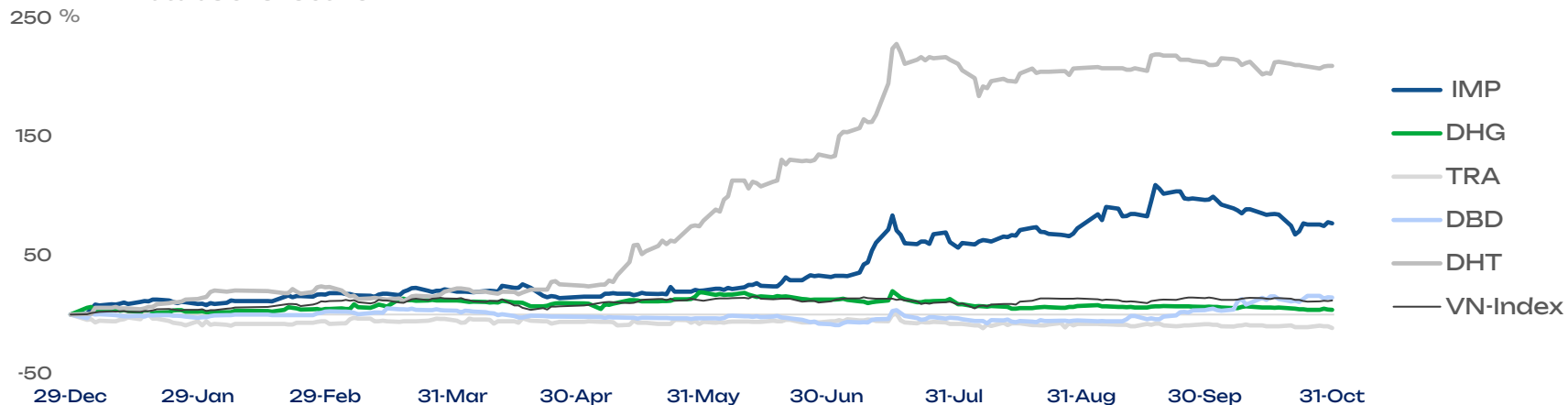


▼ 2% YoY

- We have achieved VND 1,729 billion in net revenue, representing 73% of the AGM target.
- Despite the need to ramp up our newest plant IMP4's utilization rate and a weaker OTC market, IMP has successfully stemmed the decline in profitability.
- 10M EBITDA and PBT continued to improve on September's numbers, with operational efficiencies and continuing revenue growth

Stock performance

Data as of 31 Oct 2024



| | IMP | DHG | TRA | DHT | DBD |
|--|--------|---------|---------|---------|---------|
| YTD avg. daily trading volume | 71,831 | 24,183 | 2,156 | 112,039 | 201,498 |
| YTD stock performance | ▲ 77% | ▲ 4% | ▼ (11%) | ▲ 210% | ▲ 14% |
| Daily trading volume in 10M24 vs. 2023 | ▲ 411% | ▼ (27%) | ▼ (10%) | ▲ 33% | ▲ 35% |
| Market cap (VND billion) | 6,930 | 13,676 | 3,113 | 5,747 | 4,636 |

Disclaimer

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Thank You



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