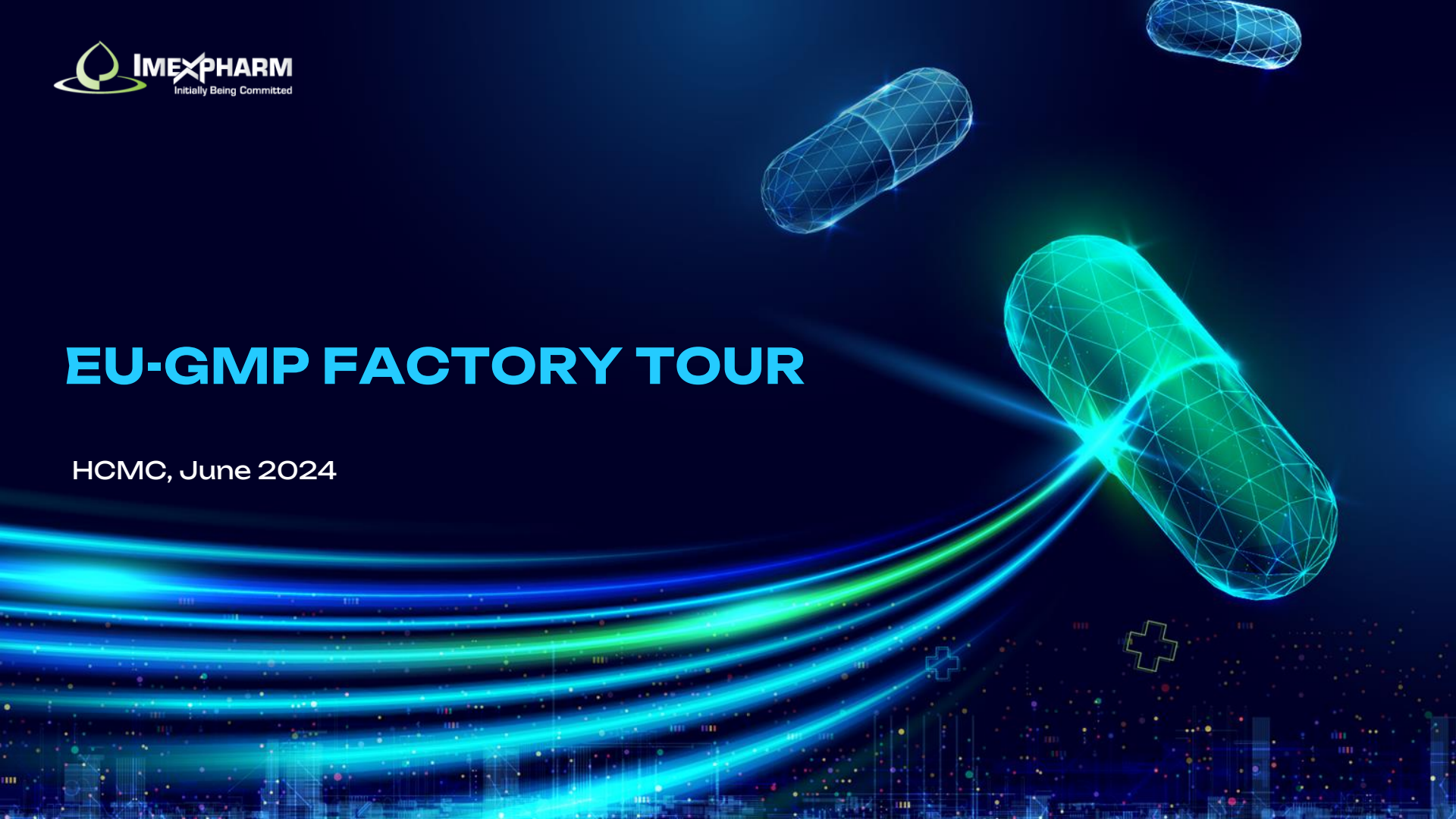


EU-GMP FACTORY TOUR

HCMC, June 2024



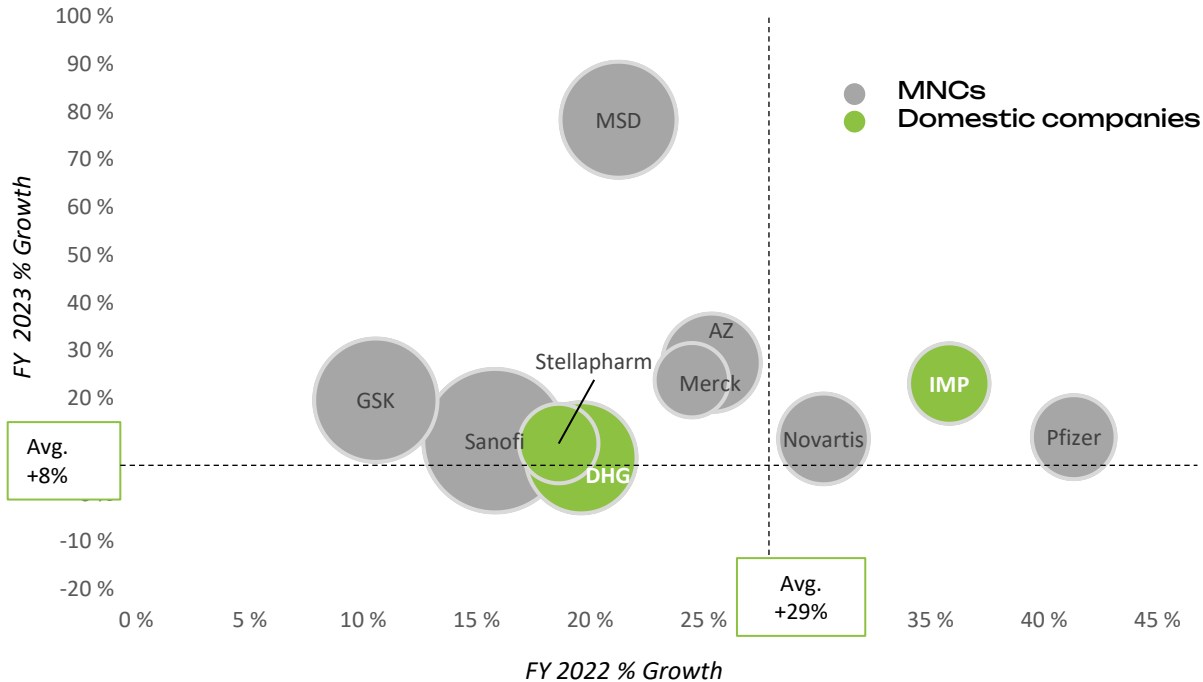


01

VIETNAM PHARMACEUTICAL MARKET OVERVIEW

Fast-growing Vietnam pharma market with increasing local contribution

Top 10 pharma companies by sales value in 2023



Vietnam as one of 17 countries classified as **pharmerging markets** with double digit growth

Local production value share increased from 17% during 2001-2011 to ~45% during 2015-2021

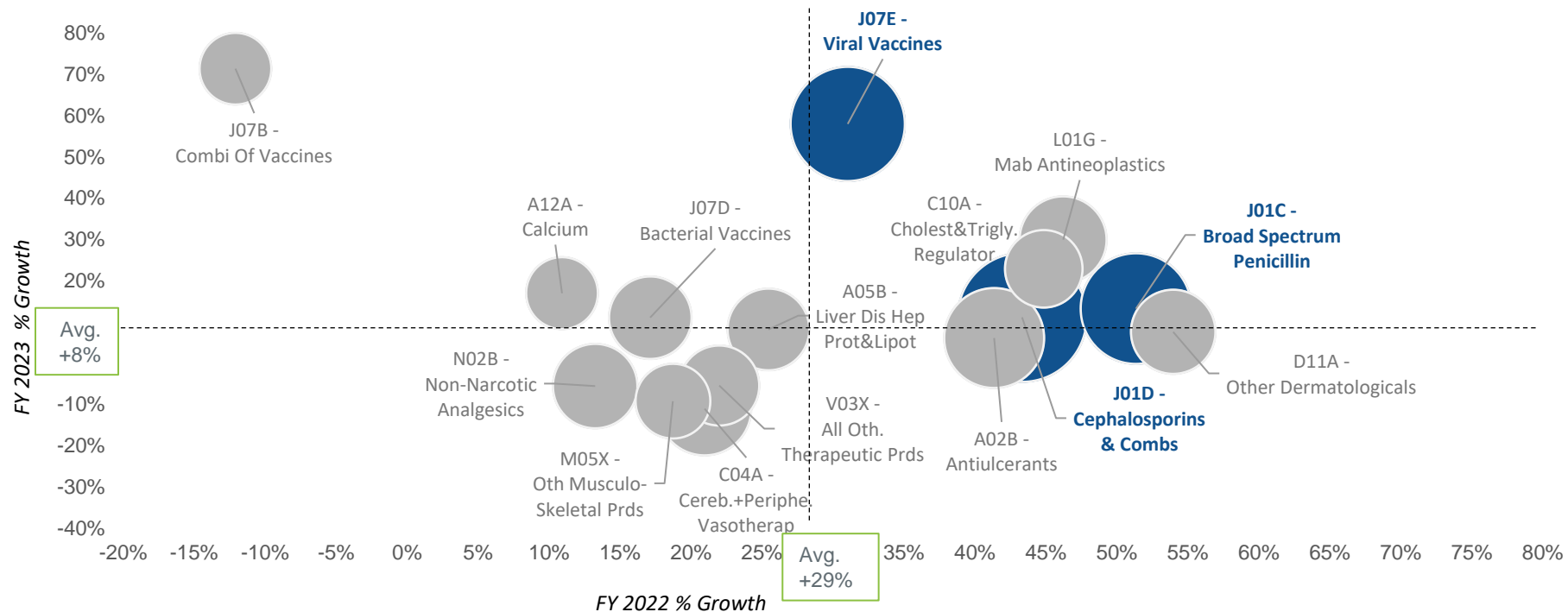
Lack of high-quality drug manufacturers. Only **18** over 228 WHO-GMP factories meet **EU or JP-GMP**

(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 JO1C and JO1D



(Sources: FY2023 IQVIA report and DAV report)

Pharmaceutical market trend

1 HIGH-GROWTH

CAGR 2022-2027 forecasted at **10.3%** thanks to

- Stable economic growth rate,
- Increasing demand for healthcare
- Government's growing attention to the healthcare sector

2 HIGH DEMAND FOR ANTIBIOTICS

As per Vietnam disease's model, antibiotics constitute the highest proportion (12% pharma market value) and it is expected to continue experiencing CAGR 2022-2027 at 9.2%

3 HIGH-QUALITY DRUGS BENEFITED (i.e. EU-GMP)

Growing middle and high income population while market is increasingly aware of sustainability. Only 18 over 228 factories meet EU or JP-GMP

4 LOCAL PRODUCTION BENEFITED

National Strategy for Pharmaceutical market set the goal to raise the portion of locally produced drugs to 70% total market value and 80% domestic demand. *(currently 46% and 60% respectively)*

5 OTHER POTENTIALS

Respiratory, digestive, cardiovascular, and diabetes medication groups will be essential due to environmental pollution levels, food safety concerns, work-related stress, etc... CAGR 2022-2027 estimated at 11.6% ~ 13.2%.



02

COMPANY PROFILE

A leading Pharmaceutical company in Vietnam

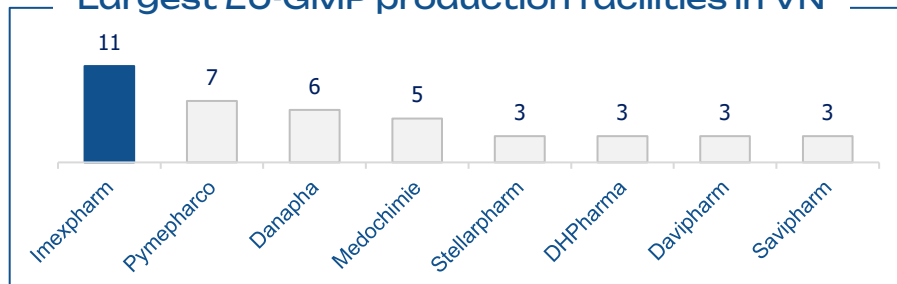
Est. Year	1977
Headquarter	Dong Thap, Vietnam
Major Shareholders	SK ⁽¹⁾ 65%, Vinapharm 22%
# Employees	1,400

Net revenue
VND 1,994 bn
 ▲ 21% growth rate

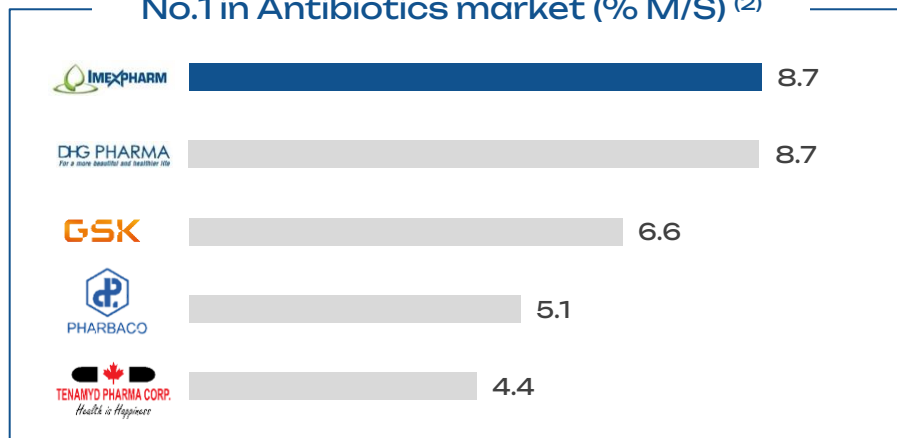
EBITDA
VND 446 bn
 ▲ 31% growth rate

(1) SK Group (47.7%), Sunrise Kim Investment (9.7%), KBA Investment (7.4%)

Largest EU-GMP production facilities in VN

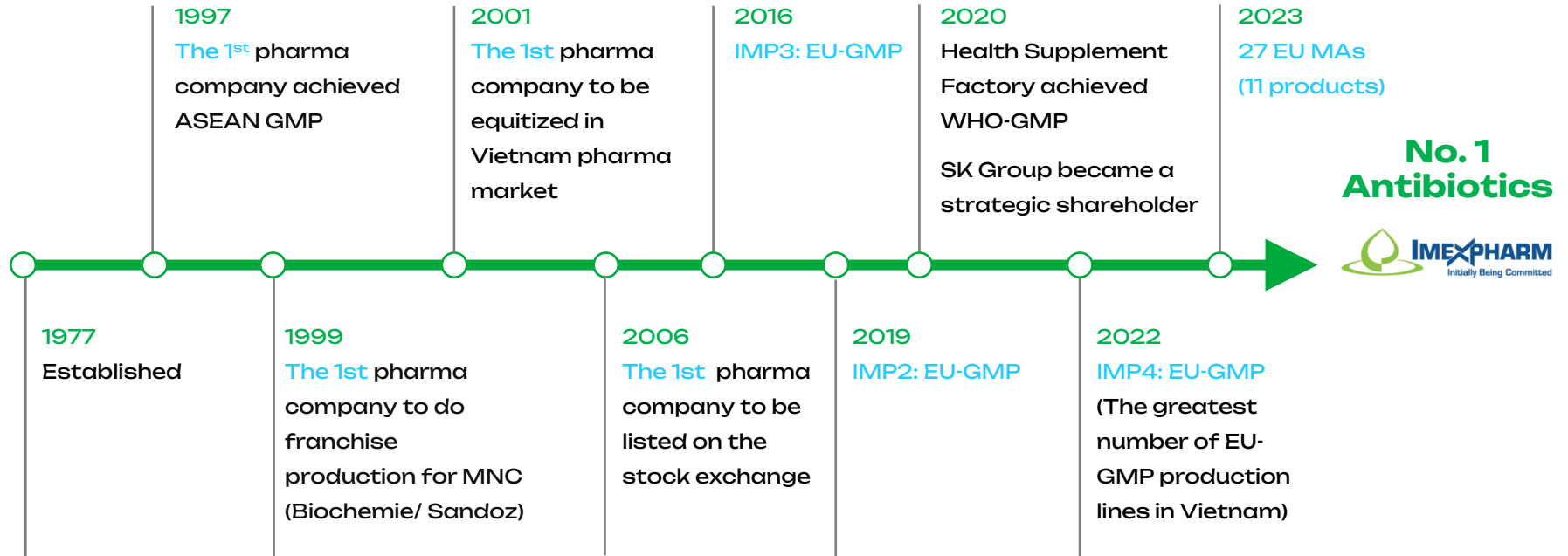


No.1 in Antibiotics market (% M/S) ⁽²⁾



(2) IQVIA Data. JO1 therapeutic area in 2023 (3) FY23 performance

Our almost 5 decades of pioneering and innovation



Production capabilities

We develop the largest number of EU-GMP production lines in Vietnam

IMP1



- Est: 1997 ('23 **WHO-GMP** recertified)
- Non-beta Lactam, Penicillin, Supplements, Herbal medicine
- Production lines: 10
- Capacity: 1,038mn units

IMP3



- Est. 2010 ('23 **EU-GMP** recertified)
- Key line: Cephalosporin, Penicillin
- Production lines: 5
- Max capacity: 139mn units

IMP2



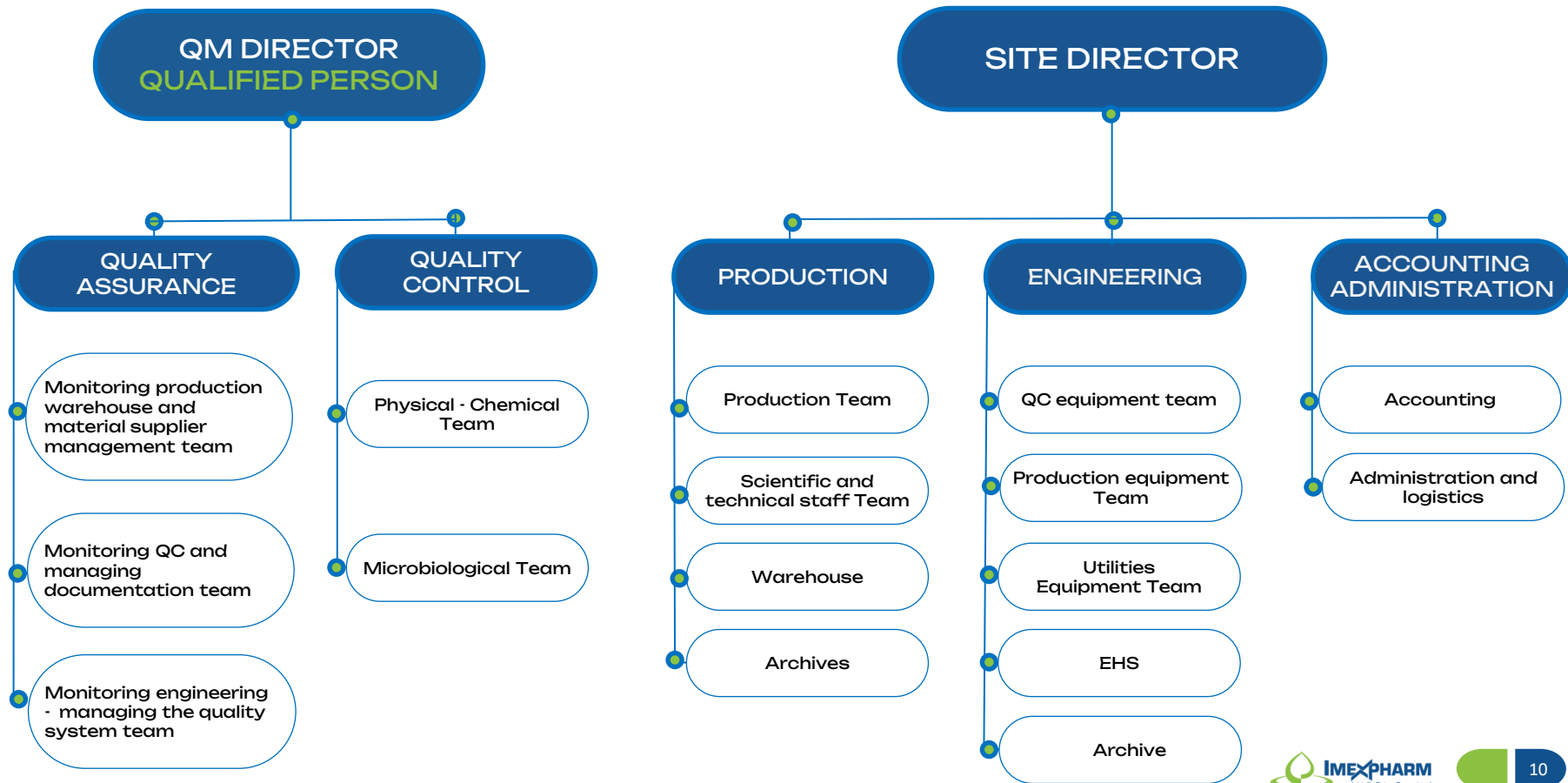
- Est: 2017 ('23 **EU-GMP** recertified)
- Oral Penicillin
- Production lines: 4
- Capacity: 92mn units

IMP4



- Est. 2019 ('22 **EU-GMP** certified)
- Non-beta Lactam Injectable
- Production lines: 3
- Capacity: 24mn units

Factory organizational chart



Quality management system – GMP



Compliance with EU GMP standards



Qualified Person (QP) - Responsible for reviewing and certifying batches before releasing to the market



Quality Risk Management (QRM)



Inspection and audit



Annual periodic quality review of manufactured products



CAPA (Corrective action & preventive action) management/ Change control and self-inspection

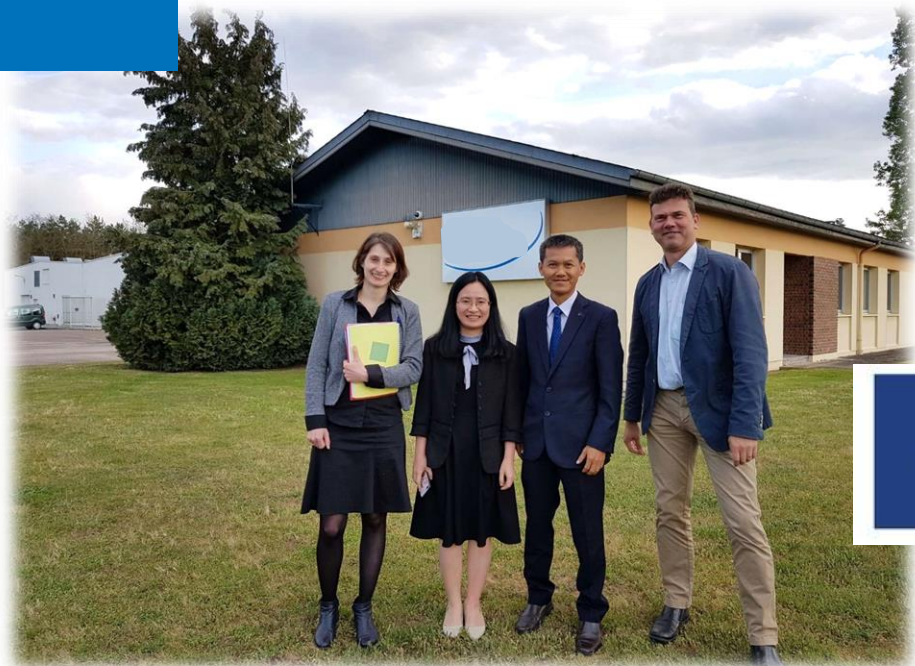
Inspection of material manufacturers



WHO-GMP



FRANCE



EUROPEAN UNION
GMP

Strict control of production conditions

Simulation of aseptic manufacturing conditions must be the same with actual manufacturing conditions.



Advanced machinery and testing equipment



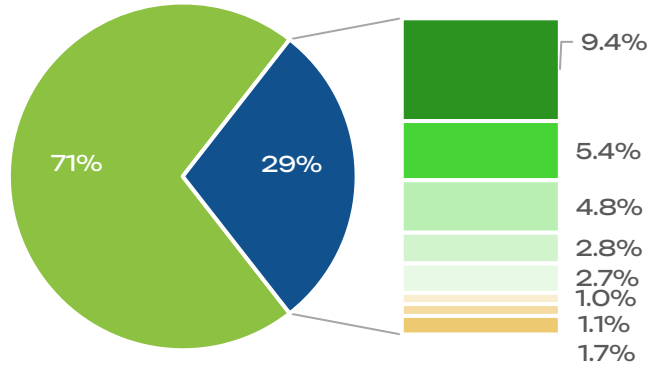
- Higher equipment costs by more than 30% compared to WHO GMP (ensuring the surface of the equipment in contact with the raw material is made from a material that is safe for humans, and must be inert - no reaction with the drug)
- Documentation accompanying machinery and equipment is 2 to 3 times greater than that for equipment for a WHO factory.
- Automation are requested to eliminate human intervention then minimize operational risks

High-quality products



Revenue breakdown

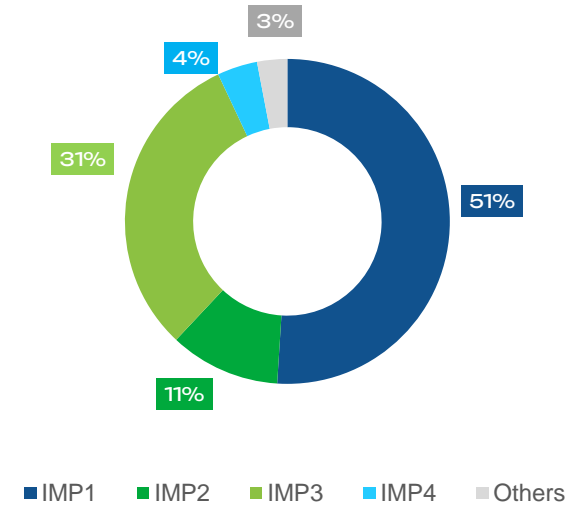
Product mix



- Antibiotics
- Analgesic and antipyretic
- Anti-tuberculosis
- Antiallergy
- Health supplement
- Cough medicine
- Digestive aid
- Anti-inflammatory
- Vitamins

- All non-antibiotics are manufactured only at IMP1
- Plan to expand more beyond antibiotics especially with IMP5

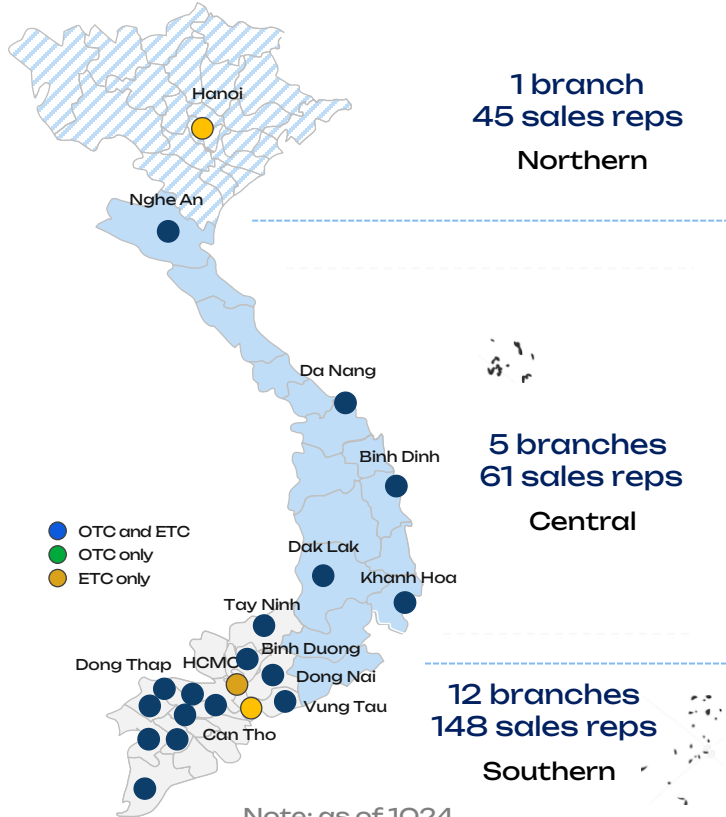
Factory contribution



- IMP1 - totally depreciated
- IMP2 and IMP3 - increasing production performance
- IMP4 - put into operation since 3Q2023

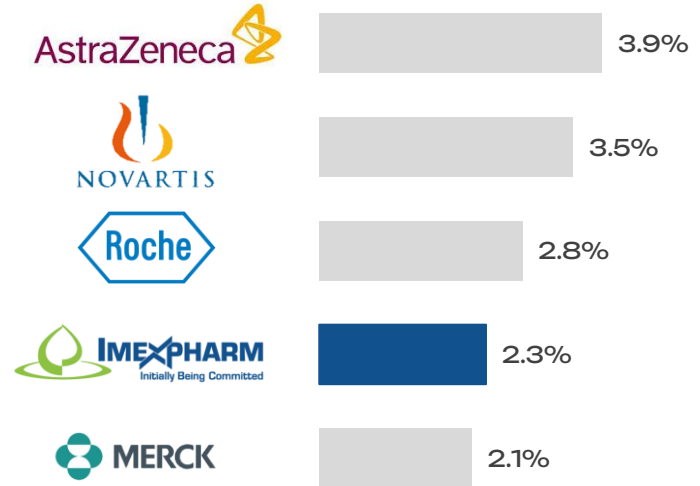
Sales capabilities - leading ETC market

We attain **No. 1 local manufacturer** position in **ETC channel** in Vietnam thanks to high-quality products and strong bidding track records



We are the only local pharma company to be in **Top 5 ETC Players** in Vietnam

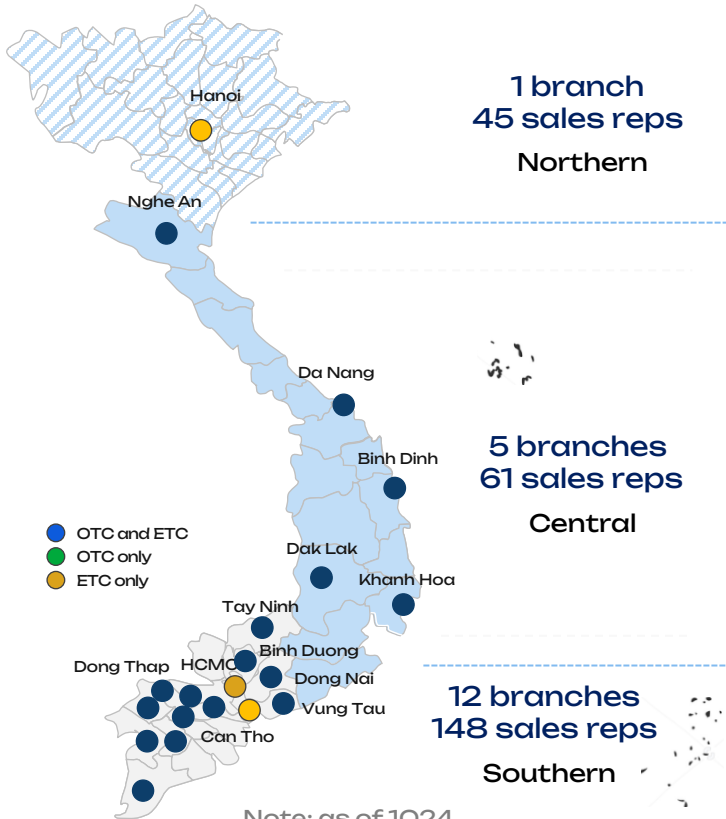
Top 5 players in ETC in Vietnam (% M/S)



(*) IQVIA report at the end of 2023, excl. vaccines figures

Sales capabilities – rapidly expanding OTC network

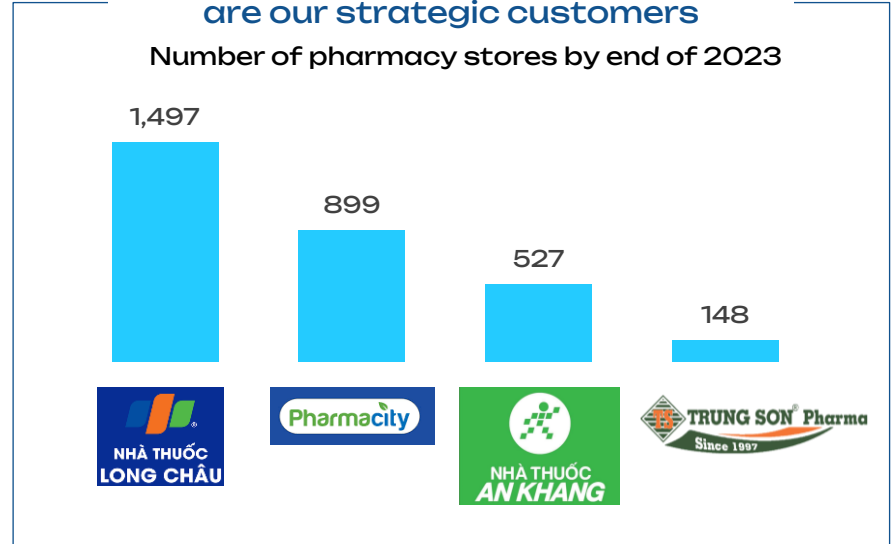
Our nationwide sales network covers **63/ 63 cities** in Vietnam



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

Top 4 pharmacy chains in Vietnam are our strategic customers

Number of pharmacy stores by end of 2023



Thank You



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