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I. Report on business and production in November 2021

(Unit: VND billion)

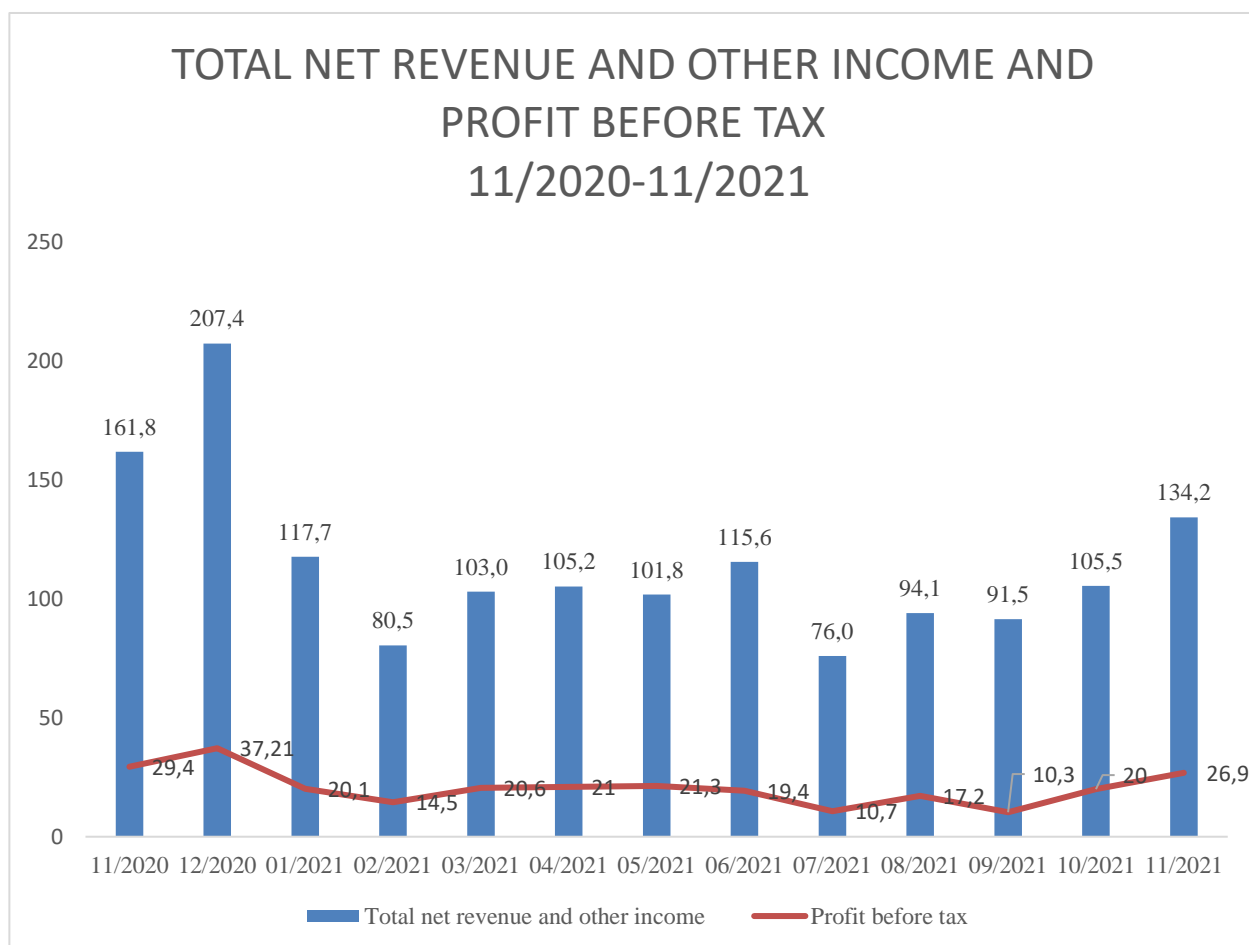
Criteria	November 2021	YTD 30 Nov 2021	% Plan of 2021	YTD 30 Nov 2020	Growth rate
Total net revenue and income	134.2	1,125.1	73.5%	1,174.9	-4.2%
Net revenue	134.0	1,108.3		1,163.3	-4.7%
Profit before tax	26.9	202.0	69.7%	218.2	-7.4%

Even though sales activities have been gradually recovering after the outbreaks of the pandemic, total net revenue and income of Imexpharm in November declined by 17% year over year whereas profit before tax decreased 8.5%. ETC revenue in November has not got back and plummeted by 48.3% compared to the same period of the earlier year whilst OTC sales in November 2021 increased slightly by 1.6% year over year.

Total accumulated net revenue and income until end of Nov was VND 1,125.1 billion, which dropped by 4.2% in comparison with the corresponding period of last year and met 73.5% of the annual plan. The proportions of OTC/ETC in total net revenue structure were 62.4% and 37.6% respectively. Imexpharm products have played a vital role when accounting for 94.1% of total net revenue. Profit before tax of Imexpharm in 11 months of 2021 reduced by 7.4% year over year and made up approximately 70% of the yearly target.

Imexpharm has been well controlling operating expenses. In details, cost of goods sold in 11 months fell by 4.1%, which is nearly equal the speed of revenue drop. In addition, selling expenses went down by 6.0% while administrative expenses rose by 8.1% as the Company has applied measures to ensure safe business and production in the context of the pandemic.

Businesses are recovering in the trend of adapting to stay vigilantly with the pandemic; therefore, Imexpharm forecasted in the next period, revenue of the Company would witness higher growth, especially the resume of ETC after a stagnation due to the fact that residences delayed hospital visits.



II. IMP Stock in November 2021

Total transaction volume of IMP in November 2021 attained 867,176 shares. In which, there were 269,900 shares traded via order matching and the rest of 597,278 shares were transacted via put through method. Although total amount of transaction shares in November 2021 surged by 60% compared to the figure of October 2021, this increase is thanks to put through deals. In terms of order matching transactions, the total volume in Nov 2021 seemed to not change compared to the number of Oct 2021.

Total amount of shares transacted in November 2021 was 28.4% of the figure of November 2020 while total order matching shares was only 9.1% of the corresponding amount of last year. However, the number of put through shares increased dramatically compared to the number of November 2020. Additionally, put through volume transaction in November 2021 soared nearly 8 times year over year.

III. Operation in November and Plans in December 2021

Imexpharm has been following the top priority to maintain business and production continuity as well as propagate to improve behaviors of health protection among Imexpharm employees in the movement of the pandemic.

Inventories and account receivables have been monitoring to ensure adequacy of working capital for the Company. In addition, demand forecast for 2022 has been implementing to build strategies to tackle uncertainties of domestic and global markets in 2022. Simultaneously, the Company has adopted business and production strategies to live safely with the pandemic.

In December, Imexpharm shall fulfill the procedures to collect shareholders' writing opinions about increase foreign ownership at the Company, waiver of public tender offering for SK Investment Vina III Pte Ltd and the amendments and supplements of the Company's Charter. Besides, in this collection of shareholders' writing opinions, the Company would like to seek approval of shareholders to pass the Regulations to organize online General Meeting of Shareholders. It is predicted that collecting shareholders' writing opinions would be conducted in Jan 2022.