



*Investor Relations Department (IR)*

**Imexpharm Corporation**

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## **Imexpharm Investor Relations News**

### **November 2022**

#### **I. REPORT ON BUSINESS AND PRODUCTION RESULTS IN NOVEMBER 2022**

*(Unit: VND Billion)*

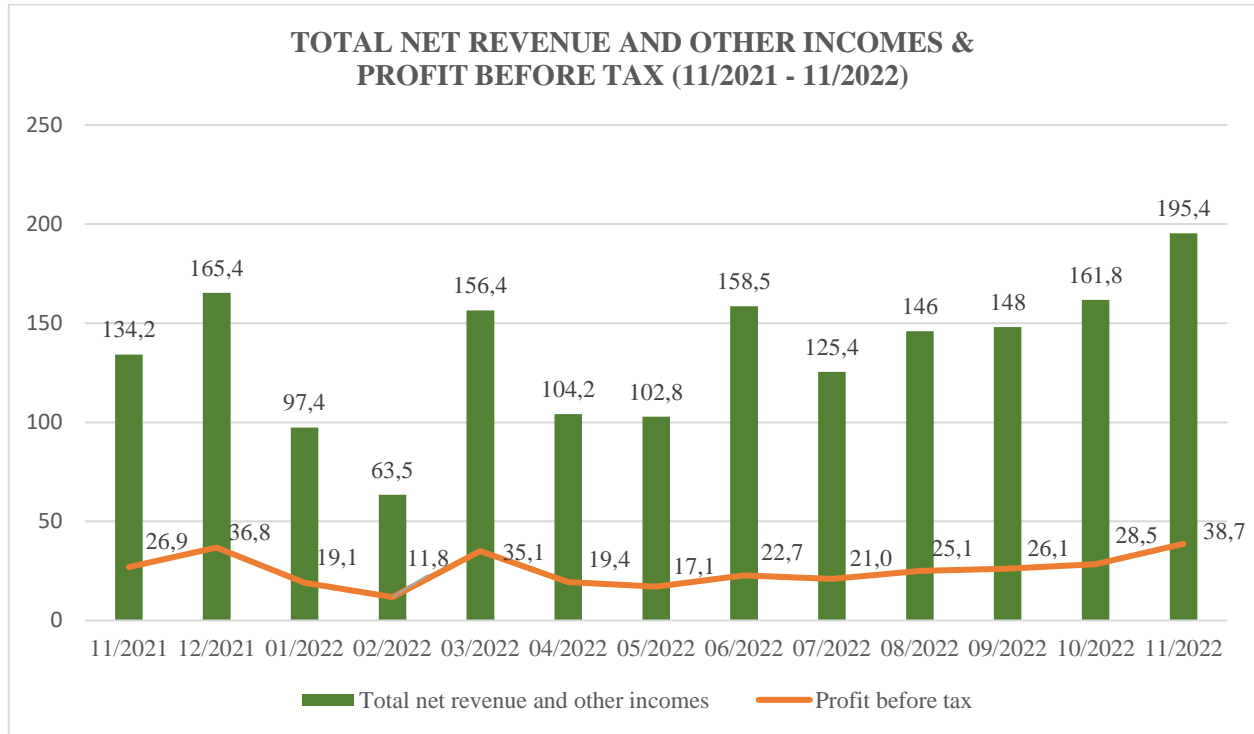
<b>Criteria</b>	<b>November 2022</b>	<b>YTD 30 November 2022</b>	<b>%Planned 2022</b>	<b>YTD 30 November 2021</b>	<b>Growth rate</b>
Total net revenue and other incomes	195.4	1,469.3	101.3%	1,125.1	30.6%
Net revenue	204.9	1,452.1		1,108.3	30.1%
Profit before tax	38.7	264.7	96.3%	202.0	31.0%

Imexpharm's total net revenue and other incomes in the first 11 months of 2022 reached VND 1,459.3 billion, an increased of 29.7% over the same period. In the fierce competition in the pharmaceutical industry, Imexpharm has successfully completed 100.6% of the revenue target set by the General Meeting of Shareholders of VND 1,450 billion. Imexpharm mainly distributed products manufactured by the Company, which account for 97.5% of total net revenue whereas franchising products and other purchases made up about 2.5%.

Imexpharm's OTC channel in 11 months has impressive growth of 44.4%. Meanwhile, the ETC channel has a growth rate of 25.0% is lower than that of the OTC channel but has gradually recovered significantly.

IMP's pre-tax profit in the first 11 months of 2022 attained VND 264.7 billion, which is meeting 96.3% approaching the annual plan set by the General Meeting of Shareholders, and grew by 31% year over year. Besides, Imexpharm was still managing operating expenses well. Specifically, the cost of goods sold in 11 months of 2022 increased by 23.1% over the same period, lower than the growth rate of net revenue of 30.1%. The global supply chains are still facing many difficulties as political tension and price escalation for inflation. Imexpharm's gross profit margin in the first 11 months of 2022 made up 43.0% and was higher than 39.8% for the same period in 2021.

Meanwhile, selling expenses in 11 months increased by 39.2%, and general and administrative expenses also increased by 64.3%, due to the impact of the increase in gasoline prices, and the Company implemented activities, marketing programs, held seminars, and thanked customers at the end of the year.



## II. IMP STOCK IN NOVEMBER 2022

Through 22 trading sessions in November 2022, the total trading volume of IMP shares reached 243,000 shares, including 167,000 shares transacted via the order-matching method and 76,000 shares dealt via the put-through method. Trading of IMP shares in November 2022 is only about 28% compared to the same period in 2021. On average, every day in November 2022, 11,045 shares were traded. The highest closing price in November 2022 for IMP shares was VND 59,500/share (recorded on November 30, 2022), while the lowest price was VND 46,200/share (November 14, 2022), an increased VND 6,300 in comparison with the closing price of the last round of October 2022.

In November 2022, SK Investment Vina III Pte. Ltd conducted a transaction that resulted in Sunrise Kim Investment Joint Stock Company becoming a related person of SK Investment Vina III Pte. Ltd., increasing its indirect shareholding in Imexpharm Corporation of 6,356,802 shares, equivalent to 9.53%. After the transaction, SK Investment Vina III Pte. Ltd and its related persons hold 43,072,477 shares, equivalent to 64.57% charter capital of Imexpharm.

## III. REMARKABLE ACTIVITIES IN NOVEMBER 2022 AND PLANS FOR DECEMBER 2022

### 1. REMARKABLE ACTIVITIES IN NOVEMBER 2022

Imexpharm's most important in November goal is to closely follow the supply and production plan and ensure enough goods for business activities at the end of the year. In addition, Imexpharm continues to control expenses to reach the Company's profit target in 2022.

In response to the World Antibiotic Awareness Week, in November Imexpharm organized a series of seminars "**Consulting and selecting antibiotics in the treatment of respiratory infections in the era of**

**drug resistance**" for loyal customers of the Company. The seminar series was held in 4 major cities: Cao Lanh, Can Tho, Da Nang, and Nha Trang, for exchanged and shared practical experiences in antibiotic selection.

## **2. PLANS FOR DECEMBER 2022**

In the last month of 2022, inventories and liabilities will still be tightly controlled to ensure working capital flow for the Company. In addition, forecasting and budget planning for 2023 have also been implemented to develop key targets suitable to the domestic and international situation in 2023.

And also in December, as planned, the Antibiotic Awareness Workshop Series will be held in 5 major cities: Rach Gia, Ho Chi Minh, Quy Nhon, and Da Lat.