

CONTENTS

- I. REPORT ON BUSINESS AND OPERATIONAL RESULTS IN OCT 2021
- II. IMP STOCK IN OCT 2021
- III. IMEXPHARM PLANS IN NOVEMBER 2021

I. Report on business and operational results in Oct 2021

(Unit: VND billion)

Chỉ tiêu	Oct 2021	YTD Oct 31 st , 2021	% Plan of 2021	YTD Oct 31 st , 2020	Growth rate
Total net revenue and other income	105.5	990.9	64.8%	1,013.1	-2.2%
Net revenue	104.3	974.4		1,001.8	-2.7%
Profit before tax	20	175.1	60.4%	188.8	-7.3%

Total net revenue and other income in Oct 2021 attained VND 105.5 billion, which reduced by 11.9% year over year. Profit before tax dropped by 7% compared to the figure of Oct 2020. Sales and profits of Imexpharm continued to decline in Oct due to the impacts induced by the pandemic and unrecovered market after activities are resuming.

Total net revenue and other incomes accumulated unit end of Oct 2021 of Imexpharm was VND 990.9 billion, decreasing by 2.2% in comparison with the previous year's number and meeting 64.8% of the annual plan. In which, net revenue reached VND 974.4 billion, falling by 2.7% year over year. Profit before tax of 10 months was VND 175.1 billion, being equal to 60.4% of the yearly target and going down by 7.3% compared to the result of 2020.

Despite focusing on key products to enhance gross margin, implementation of 3 or 4 on the spot models made the expenses of Imexpharm surge and the degree of drop in cost of goods sold is similar to the one of net sales at 2.2%. On the other hand, selling expenses accumulated until end of Oct increased by 3.9% and administrative expenses slight rose by 0.7%. Imexpharm has been well managing expenditures to improve profit before tax. However, because of decline in revenue and increase in expenses to maintain business and production continuity in the context of the pandemic, profits of the Company witnessed a negative growth year over year.

II. IMP stock in Oct 2021

In Oct 2021, there were 542,308 stocks being transacted, in which 269,800 shares were dealt via order matching on the Stock Exchange and 272,508 stocks were traded thanks to the put through method. Total transaction volume of Oct 2021 was equal to 31.6% of number of the corresponding period last year, especially the number of order matching shares was only 16% of the figure of Oct 2020. IMP stock price was kept stable in Oct 2021. In details, the closing price of the first

transaction day of the month was VND 73,000 whereas the closing price of the last round was VND 73,800.

III. Imexpharm plans in November 2021

Inventories and account receivables of Imexpharm in the last 2 months of 2021 are still monitored closely to assure the quality objectives set in 2021.

EU-GMP accreditation for IMP4 schedule is always followed tightly and at present, all preparations have been already completed. The Company has planned that the factory will be inspected in 2021 and received the certification in 2022.

In Oct 2021 the Board of Directors of Imexpharm has issued a resolution to obtain shareholders' written opinions to increase foreign ownership room and to waive the public offering process for the shareholder-SK Investment Vina III to acquire shares of other foreign investors. The procedure to obtaining shareholders' written opinions shall be implemented as soon as possible.