IMEXPHARM
Initially Being Committed

7M2025
BUSINESS UPDATES

IMEXPHARM CORPORATION

Sustained ETC growth offset temporary July OTC dip due to customer stockpiling

July net revenue

VND 180 bn

▲ 13% YoY

July EBITDA

VND 36 bn

▲ 6% YoY

July PBT

VND 27 bn

▲ 9% YoY

ETC ▲ 27% YoY (*)

OTC ▼ 19% YoY (*)

(*) Gross revenue before sales deduction

- Revenue from all EU-GMP factories recorded double-digit growth, with IMP4 achieving the highest increase at 67% year-over-year.
- ETC revenue remained on a solid growth trajectory, reflecting high demand of IMP's EU-GMP products.
- OTC revenue declined by 19% yoy, mainly due to: (1) Early stocking in June ahead of IMP's announced July price increases (making June the peak OTC month of 7M25); (2) Stricter tax enforcement from July, leading to more cautious purchases.

Resilient performance in 7M, well-positioned for full-year targets

7M net revenue

VND 1,407 bn

▲ 21% YoY

7M EBITDA

VND 305 bn

▲ 19% YoY

7M PBT

VND 237 bn

▲ 28% YoY

ETC ▲ 25% YoY (*)

OTC ▲ 25% YoY (*)

- We have achieved VND 1,407 billion in net revenue, representing 53% of the AGM target.
- Both OTC and ETC channels recorded strong growth, each rising by 25% year-over-year, reflecting balanced performance across key distribution channels and robust market demand.
- OTC recovered strongly with sales via chains increasing 87% year-on-year, accounting for 13% of total OTC revenue.

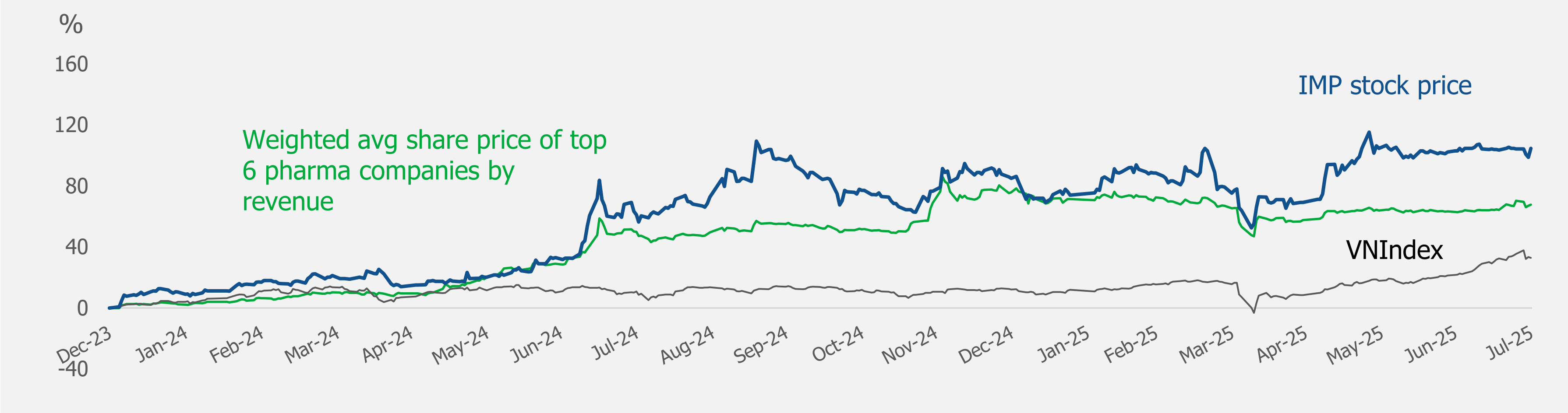
(*) Gross revenue before sales deduction

Business highlights

Teamed up with Pharmacity to deliver an intensive training program for over 100 pharmacists in Ho Chi Minh City

Kicked off the iHRP integration project to enhance HR operations in partnership with FPT Corporation

Stock performance



	IMP	DHG	TRA	DHT	DBD	DMC
YTD avg. daily trading volume	200,948	23,770	4,651	33,413	289,777	10,068
YTD stock performance	▲ 11%	▼ (2%)	▼ (13%)	▼ (9%)	▼ (4)%	▼ (7%)
Daily trading volume in 7M25 vs. 7M24	▲ 299%	▼ (6)%	▲ 97%	▼ (77%)	▲ 113%	▲ 198%
Market cap (VND billion)	8,008	13,336	2,819	7,081	5,174	2,223

Data as of 31 Jul 2025

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Thank You

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