



Investor Relations Department (IR)

Imexpharm Corporation

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Imexpharm Investor Relations News

January 2023

I. REPORT ON BUSINESS AND PRODUCTION RESULTS IN JANUARY 2023

(Unit: VND Billion)

Criteria	January 2023	Plan 2023	%Planned 2023	January 2022	Growth rate
Total net revenue and other incomes	177.4			97.4	82.1%
Net revenue	176.5	1,620.0	10.9%	96.3	83.3%
Profit before tax	34.0	305.0	11.1%	19.1	78.0%

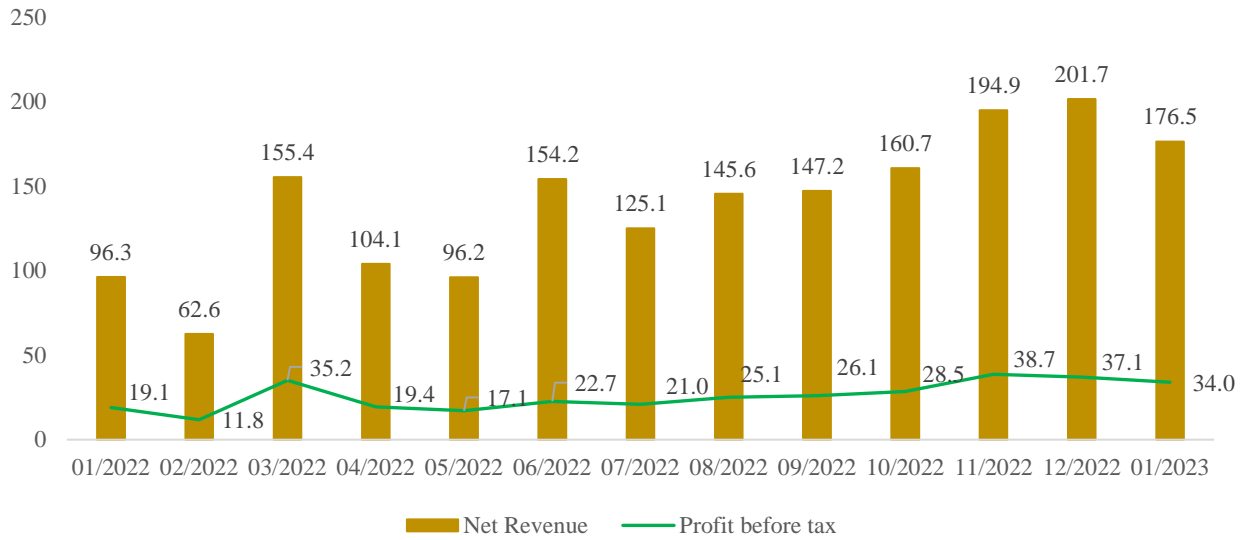
Imexpharm's total net revenue and other incomes in the first month of 2023 reached VND 177.4 billion, which increased 82.1% year over year. In addition, Imexpharm's net revenue was VND 176.5 billion in the first month of 2023, made up 10.9% of the plan and went up by 83.3% over the same period. Imexpharm mainly distributed products manufactured by the Company, which account for 99.98% of total net revenue whereas other purchases made up about 0.02%.

Imexpharm's OTC channel in the first month of 2023 grew by nearly 78.6%, and accounted for 72.8% of the revenue structure. Meanwhile, the ETC channel has shown signs of positive recovery of 106.6% and accounted for 27.2% of the revenue.

IMP's pre-tax profit in the first month of 2023 attained VND 34.0 billion, made up 11.1% of the annual plan, and increased by 78.0% year over year. Besides, Imexpharm has well controlled operating costs. Specifically, the cost of goods sold increased by 80.9% over the same period, lower than the growth rate of net revenue. Imexpharm's gross profit margin in the first month of 2023 made up 45.9% and equivalent to 45.2% of the same period in 2022.

Meanwhile, selling expenses in the first month increased by 87.4%, and general and administrative expenses also increased by 134.4%, due to the salary policies Lunar New Year for employees, and the rising in basic salary, along with the increase in the prices of other purchased goods and services. In addition, the caused also come from expenses for customer care activities, and sales programs are enhanced in the first month of 2023.

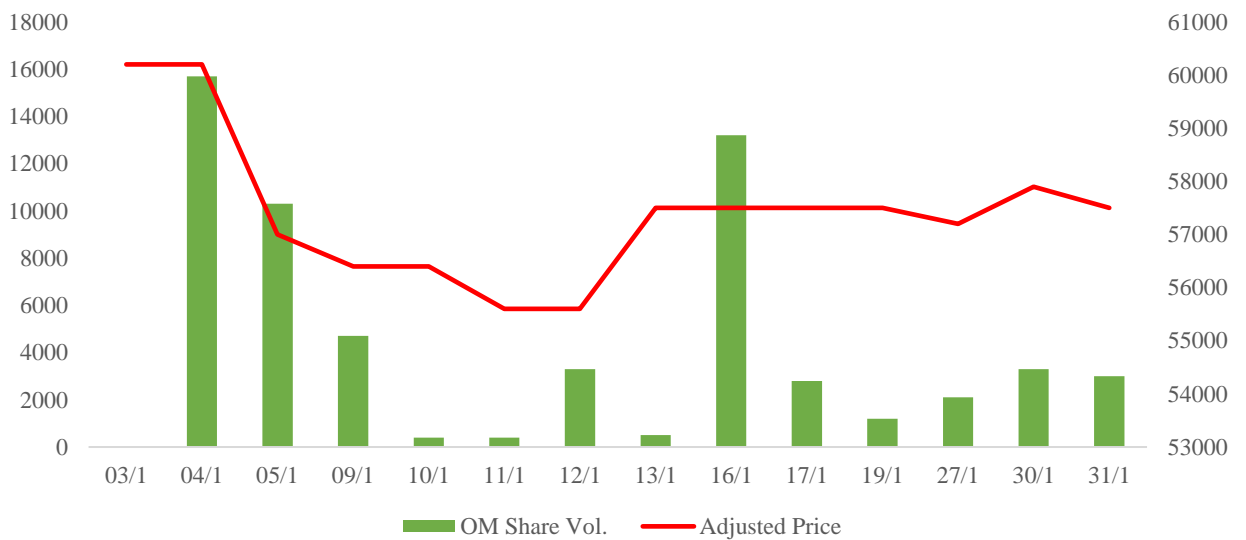
**NET REVENUE AND PROFIT BEFORE TAX
(01/2022 - 01/2023)**



II. IMP STOCK IN JANUARY 2023

Through 16 trading sessions in January 2023, total order-matching amounts were 82,400 shares and there was no put-through transaction. Trading of IMP shares in January 2023 was only about half of the order-matching volume compared to the same period in 2022. On average, every business day in January 2023, there were 5,493 shares traded. The highest closing price in January 2023 for IMP shares was VND 60,200/share (recorded on January 03, 2023), equal to the closing price of the last session of 2022, while the lowest one was VND 55,600/share (January 11, 2023).

IMP-Closing price of January 2023



Source: VietstockFinance

III. REMARKABLE ACTIVITIES IN JANUARY 2023 AND PLANS FOR FEBRUARY 2023

1. REMARKABLE ACTIVITIES IN JANUARY 2023

In January 2023, Imexpharm carried out activities to summarize 2022. Through that, the Company has set out overall and detailed goals and strategies for 2023.

In addition, the Company has also prepared a plan to review factories in 2023. Control of inventory and debt is still maintained, especially in the face of market fluctuations, raw material storage plans are always deployed by the Company promptly to stabilize production and business activities.

2. PLANS FOR FEBRUARY 2023

To ensure that the General Meeting of Shareholders, which summarizes the 2018-2022 term, and starts the new term of 2023-2027, will take place successfully in April 2023, the Imexpharm Board of Directors will focus on preparing the meeting agenda and documents to submit to the General Meeting of Shareholders, and at the same time announce information on closing the list of shareholders to convene the General Meeting of Shareholders in the first half of March 2023.