

Imexpharm Investor Relations News

February 2023

I. REPORT ON BUSINESS AND PRODUCTION RESULTS IN FEBRUARY 2023

(Unit: billion VND)

Criteria	Feb 2023	Accumulated to Feb 2023	% of 2023 plan	Accumulated to Feb 2022	Growth
Net revenue	134.5	311.0	17.8%	158.8	95.8%
Profit before tax	26.4	60.4	17.3%	30.8	96.1%

Imexpharm's total net revenue and other incomes in February 2023 reached VND 311 billion, which is 17.8% of the yearly plan, and an increase of 95.8% compared to the same point of 2022. Imexpharm's products still keep the main role in the revenue structure, taking up to 99% of income. Other products and incomes take up to 1%.

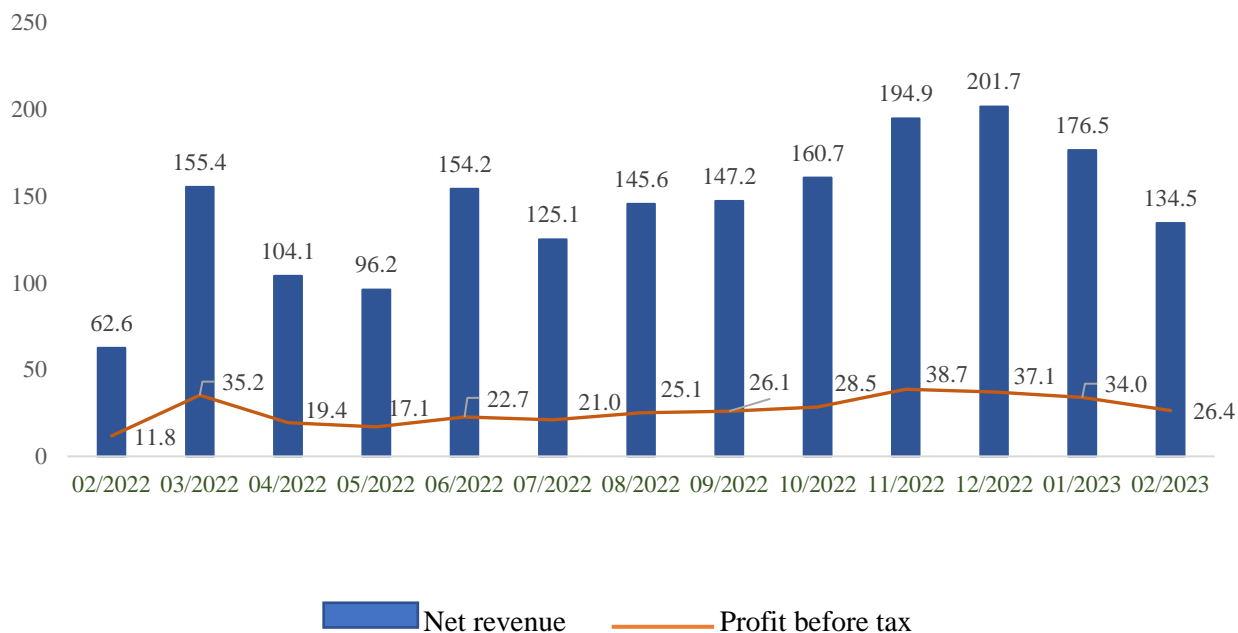
Imexpharm's OTC channel in February 2023 also keeps the main role with a growth of 56.4% and takes up to 66% of Imexpharm's products revenue. The motivations that helped the OTC channel maintaining the growth momentum in February came from:

- The good and stable growth in 2022
- The fluctuation of material prices and the lack of materials at the end of 2022 – beginning of 2023 got many firms into production stagnation, thus created the chance for firms with reserved products to provide for the market.
- Child diseases are popular due to changes in weather
- The efficient customer servicing and maintaining policies of Imexpharm sales staff.

Meanwhile, ETC channel continues to grow significantly in February 2023 with a massive 657.1% growth, taking up to 34% of revenue. Accumulated to February 2023, ETC channel grew for 218.8%, taking up to 30.1% in Imexpharm's products revenue structure. The motivations that helped the ETC channel maintaining the growth momentum in February came from:

- Imexpharm focusing on investing and upgrading factories that meet EU-GMP standard, then bid into ETC channel.
- The national pharmaceutical controlling policies is getting more convenient.
- The amount of patients going to hospitals has recovered and grown since 4th quarter of 2022, making the ETC market grow greatly.

NET REVENUE AND PROFIT BEFORE TAX
(02/2022 - 02/2023)



Imexpharm's profit before tax in the first 2 months of 2023 reached VND 60.4 billion, equalling 17.3% of the yearly plan and growing for 96.1% compared to the same point in 2022. Beside that, the operating expenses is well under control. Detailedly, the selling products base cost grew 93.6% compared to the same point in 2022 and was lower than net revenue growth. Imexpharm's gross profit margin reached 46.5%, higher than the 45.8% of the same point in 2022.

Meanwhile, selling activities cost in February grew by 104% due to preparation for 2023 S&M convention. Business managing cost also rose by 162.5% due to the early spending for 2023 staff travelling expense. Alongside is the cost of external goods and services rising. Customer service, marketing and selling programs expenses are also raised in the first months of 2023.

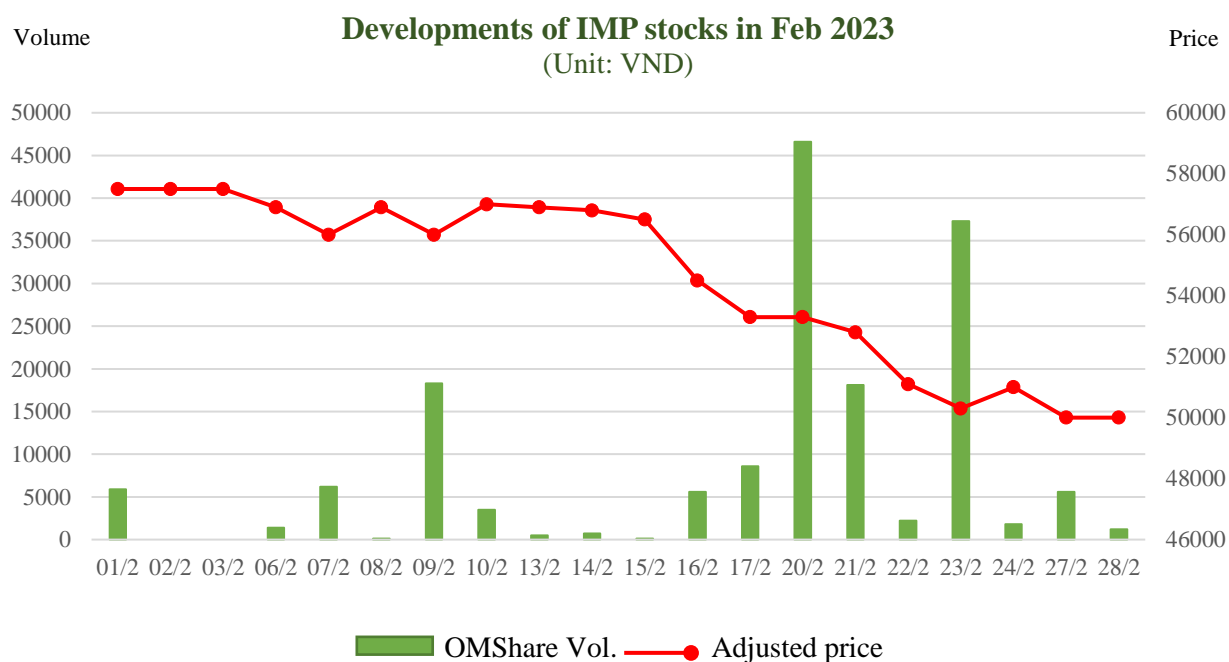
II. IMP stocks in February 2023

As of February 28th 2023

◇ Stock name	IMP
◇ Trading floor	HOSE
◇ Authorised capital (billion VND)	667.1
◇ Amount of outstanding shares (million)	66.7
◇ Market capitalisation (billion VND)	3,333.58

In February, 2023, IMP stocks had 20 trade sessions done with total matched trading volume reaching 163,700 shares and no dealing trades. Compared to the volume of 11,641,747 shares in February 2022, the trades in February 2023 greatly reduced, only matching approximately 1.4%. Averagely, 9,094 shares are traded daily.

IMP stock price in February has a tendency to lower. Highest adjusted price is VND 57,500/share (February 1st, 2023), equals to the price at the end of January, 2022. Lowest adjusted price in February is VND 50,000/share (February 27th, 2023).



Source: VietstockFinance

III. Significant activities in February and plans for March, 2023

1. Significant activities in February 2023

In February, 2023, Imexpharm has implemented the good reservation policy to ensure the stability in production and sales activities, at the same time also followed both domestic and international situations to propose suitable plans.

At the end of February and beginning of March 2023, the Company successfully held the Sales & Marketing Convention. This is one of the meaningful programs for Imexpharm pharmacists all over the country to be able to debate, share, learn from each other's experience, motivate each other and thus uplift both spirit and working abilities, taking part in pushing the Company's sales operations.

2. Plans for March 2023

In March, Imexpharm will announce information on shareholder list to summon the annual Shareholder council meeting, scheduled for April 28th, 2023. The Board of Director will also start approving the Meeting's documents.

The Company will also push marketing and sales activities to rush to the goal of impressive results in the 1st quarter of 2023, establishing a stable foundation for the remaining quarters.