

NOVEMBER AND 11M2024 BUSINESS UPDATES

IMEXPHARM CORPORATION



Monthly Revenue, EBITDA & PBT reached new heights in November

November net revenue

VND 239 bn

▲ 36% MoM ▲ 7% YoY

November EBITDA

VND 74 bn

▲ 48% MoM ▲ 43% YoY

November PBT

VND 65 bn

▲ 58% MoM ▲ 52% YoY

- Net revenue saw a substantial 36% month-over-month jump, fueled by strong OTC sales, stimulated by several year-end programs. ETC channel continued its strong growth trajectory with a 7% MoM and 52% YoY increase.
- Robust revenue growth, coupled with improved factory utilization rate and optimized selling and administrative expenses, drove a significant increase in gross profit margin. This resulted in record-high monthly EBITDA and PBT of VND 74 billion and VND 65 billion, respectively.

Focus on high value EU-GMP products drives IMP's strong performance

11M net revenue

VND 1,967 bn

▲ 10% YoY

11M EBITDA

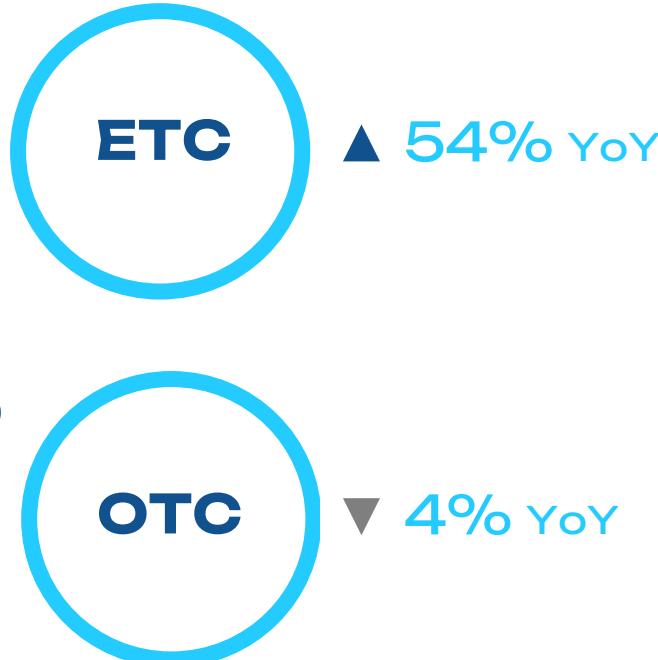
VND 458 bn

▲ 4% YoY (9M: down 4%)

11M PBT

VND 358 bn

▼ 1% YoY (9M: down 12%)



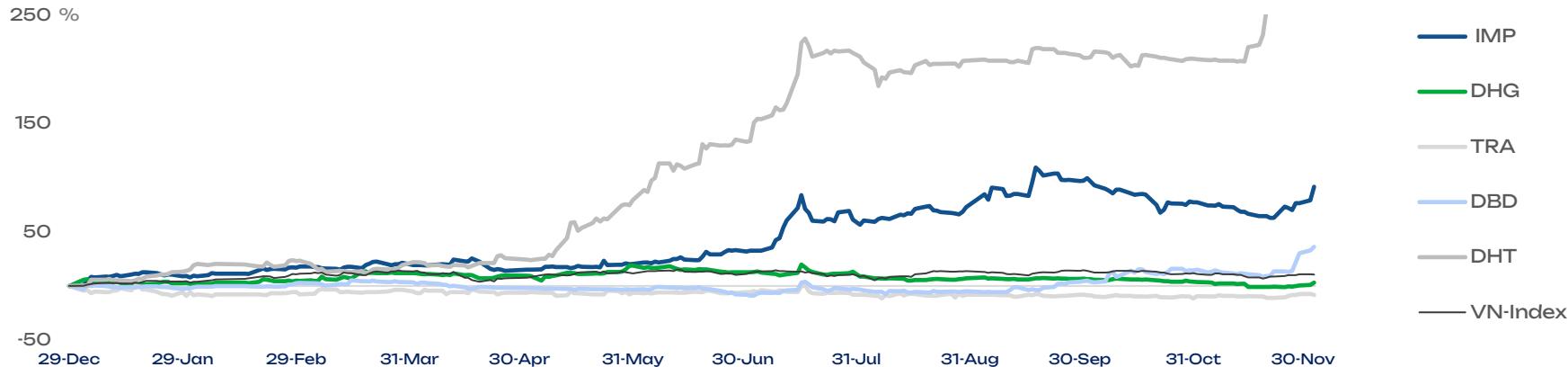
- 11M net revenue reached VND 1,967 billion, representing 83% of AGM target. This reflects IMP's commitment in approaching the year-end targets.

- ETC channel continued to be the primary growth driver with a 54% increase, mainly attributed to high-value EU-GMP injectable products, affirming the effectiveness of the business strategy, especially as the OTC market faces ongoing challenges.

- 11M EBITDA grew 4% YoY due to accelerated production in IMP2 and IMP4, while 11M PBT experienced a slight 1% YoY decline despite significant depreciation of IMP4.

Stock performance

Data as of 30 Nov 2024



	IMP	DHG	TRA	DHT	DBD
YTD avg. daily trading volume	76,070	23,903	2,146	109,885	207,214
YTD stock performance	▲ 77%	0%	▼ (8%)	▲ 302%	▲ 30%
Daily trading volume in 11M24 vs. 2023	▲ 441%	▼ (27%)	▼ (10%)	▲ 30%	▲ 39%
Market cap (VND billion)	6,907	13,205	3,246	7,452	5,276

IMP continues to be recognized by a host of prestigious awards



Top 1 Best Places to Work 2024
in healthcare sector for medium-sized enterprises in Vietnam



Top 50 Vietnam's Best-performing companies



Top 50 VNCG50 listed companies with best corporate governance practices



Top 5 Sustainable Development Report

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Thank You



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