8M2025
BUSINESS UPDATES

IMEXPHARM CORPORATION

August revenue recorded a slight y-o-y decline as ETC sales temporarily contracted amid ongoing provincial consolidation; OTC continued to sustain growth

August net revenue

VND 175 bn

▼ 0.8 % YoY

August EBITDA

VND 39 bn

▲ 5% YoY

August PBT

VND 25 bn

▼ 10% YoY

ETC ▼ 2% YoY (*)

OTC ▲ 18% YoY (*)

(*) Gross revenue before sales deduction

- The OTC channel rebounded compared to July, reinforcing its double-digit year-on-year growth momentum. Growth in OTC was driven by retail pharmacies and pharmacy chains
- ETC revenue declined by 2% against the high base of August 2024, reflecting the temporary impact of restructuring public procurement units following provincial consolidation and the rollout of the two-tier local government system.

Double-digit growth in both revenue and profit reinforced 8M2025 results

8M net revenue

VND 1,582 bn

▲ 18% YoY

8M EBITDA

VND 344 bn

▲ 18% YoY

8M PBT

VND 261 bn

▲ 23% YoY

ETC ▲ 21% YoY (*)

OTC ▲ 24% YoY (*)

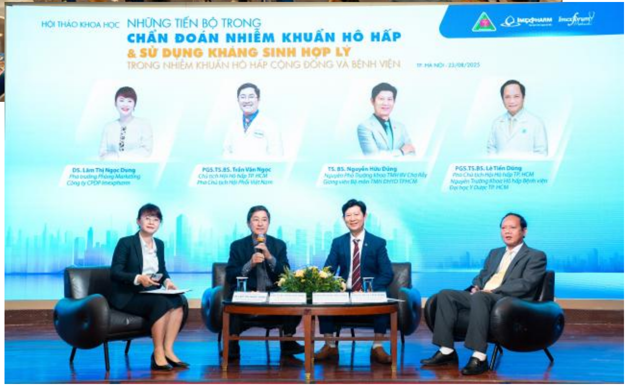
(*) Gross revenue before sales deduction

- 8M net revenue rose 18% year-on-year, achieving 60% of the annual plan approved by the AGM, driven by balanced contributions from both ETC and OTC channels amid intensifying market competition and policy infrastructure changes.
- Revenue from pharmacy chains remained a highlight, up 75% year-on-year, leading OTC channel growth and expanding the market coverage of Imexpharm' products.
- PBT increased 23% year-on-year, supported by strong revenue growth and effective cost of goods sold management.

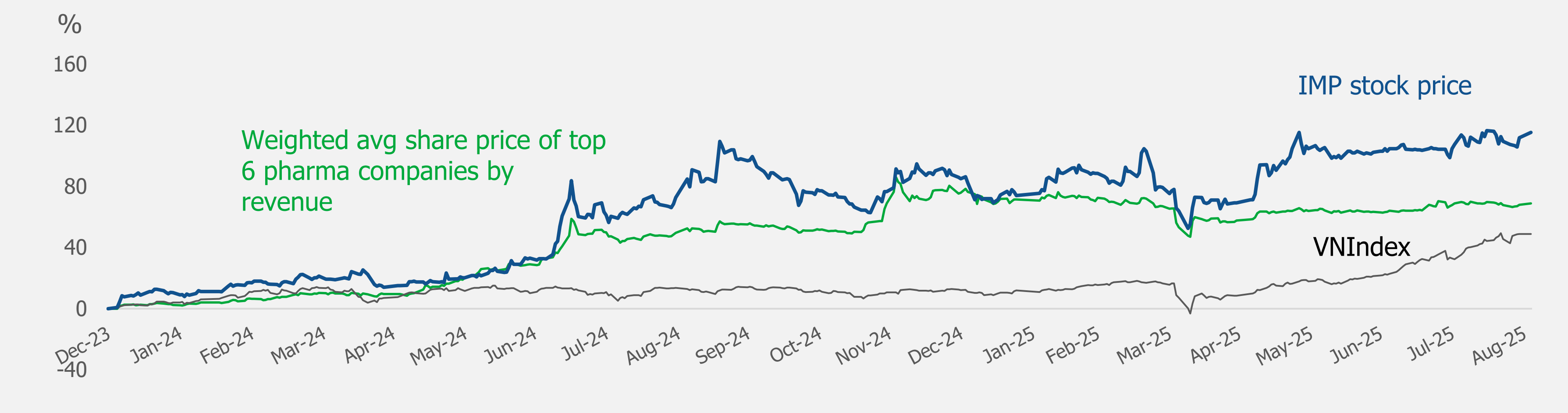
Business highlights

Hosted the Predni ODT product launch seminar in Nha Trang with 150+ pharmacy clients, introducing Predni ODT – an orally disintegrating tablet representing a new step in anti-inflammatory treatment at pharmacies.

Imexforum Medical in Ha Noi on "*Advances in diagnosing respiratory infections and rational use of antibiotics in community and hospital settings*" attracted 250+ participants including leading medical experts.



Stock performance



	IMP	DHG	TRA	DHT	DBD	DMC
YTD avg. daily trading volume	203,272	22,588	4,496	31,012	266,005	9,232
YTD stock performance	▲ 14%	▼ (2%)	▼ (14%)	▼ (9%)	▼ (8%)	▼ (9%)
Daily trading volume in 8M25 vs. 8M24	▲ 277%	▼ (12%)	▲ 103%	▼ (77%)	▲ 95%	▲ 203%
Market cap (VND billion)	8,286	13,297	2,806	7,098	4,958	2,191

Data as of 29 Aug 2025

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