

10M2025 BUSINESS UPDATES

IMEXPHARM CORPORATION

A strong October driven by OTC channel

October net revenue

VND 211 bn

▲ 20 % YoY

October EBITDA

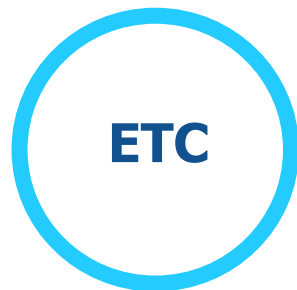
VND 60 bn

▲ 16% YoY

October PBT

VND 50 bn

▲ 20% YoY



▼ 1% YoY (*)



▲ 81% YoY (*)

(*) Gross revenue before sales deduction

- OTC customers resumed stocking after several months of low purchasing activity, driving strong October performance with 18% MoM growth, equivalent to 81% YoY growth on the back of this year's strong recovery momentum. Both retail pharmacies and pharmacy chains posted solid increases of 68% and 202% YoY respectively.
- ETC revenue declined 1% YoY, partly due to changes in delivery timing for several orders. Uncaptured revenue this month is expected to be realized in the following months.
- All factories recorded increases in both production and revenue, with IMP1 delivering the strongest performance at 75% YoY sales growth, driven mainly by cough medicines and digestive aids.

Profitability rose sharply on strong revenue growth and tighter cost management

10M net revenue

VND 2,011 bn

▲ 16% YoY

10M EBITDA

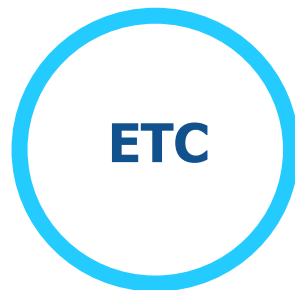
VND 462 bn

▲ 18% YoY

10M PBT

VND 361 bn

▲ 23% YoY



▲ 19% YoY (*)



▲ 24% YoY (*)

(*) Gross revenue before sales deduction

- We are tracking 80% of gross revenue, 76% of net revenue, and 73% of PBT and EBITDA toward the year-end targets.
- Among the four factories, IMP4 delivered the strongest performance with 48% YoY growth.
- OTC recovered strongly across all regions with the Northern market up 57% year-over-year.
- COGS increased only 12% YoY, supported by disciplined promotion spending, campaign-based production, and ongoing improvements in planning activities.

Business highlights

Dr. Le Van Nha Phuong, PhD - Deputy CEO, delivered a thematic presentation on Imexpharm's breakthrough in **Orally Disintegrating Tablet (ODT)** formulation technology at the 3rd Expanded Scientific Conference for Community Pharmacists – 2025, organized by the Vietnam Pharmaceutical Association.



Imexpharm accompanied the **Ho Chi Minh City Respiratory Society** and Children's Hospital 1 in organizing the conference themed "For the gentle breath of childhood", with the participation of both domestic and international speakers as well as nationwide delegates.



Recognized with prestigious awards in 10M2025



Stock performance



	IMP	DHG	TRA	DHT	DBD	DMC
YTD avg. daily trading volume	172,120	21,577	4,052	27,022	247,341	7,878
YTD stock performance	▲ 8%	▲ 8%	▼ (10%)	▼ (20%)	▼ (5%)	▼ (10%)
Daily trading volume in 10M25 vs. 10M24	▲ 140%	▼ (11%)	▲ 88%	▼ (76%)	▲ 18%	▲ 182%
Market cap (VND billion)	7,716	13,807	2,769	6,238	4,921	2,084

Data as of 31 Oct 2025

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Thank You



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