

11M2025 BUSINESS UPDATES

IMEXPHARM CORPORATION

Achieved sequential stability in November against a record-high comparative period

November net revenue

VND 224 bn

▼ 6 % YoY



November EBITDA

VND 60 bn

▼ 18% YoY



November PBT

VND 49 bn

▼ 24% YoY

- Net revenue grew 6.3% month-on-month, with EBITDA and PBT remaining effectively flat at +0.2% and -0.3% month-on-month
- Performance normalized following the record-high levels seen in November 2024, which benefited from an exceptional recovery in OTC channel and injectables sales surge in ETC channel

(*) Gross revenue before sales deduction

Continued 11M growth momentum, converging on year-end targets

11M net revenue

VND 2,235 bn

▲ 14% YoY

11M EBITDA

VND 522 bn

▲ 12% YoY

11M PBT

VND 410 bn

▲ 15% YoY



(*) Gross revenue before sales deduction

- Performance is tracking steadily toward year-end goals, achieving 88% of gross revenue and 84% of net revenue targets, with PBT and EBITDA at 83% and 82% respectively
- The OTC channel remains the core growth engine with a 21% year-on-year increase, fueled by 21% expansion in retail pharmacy segment and 72% growth in sales via key chains

Business highlights

Imexpharm participated as the Diamond Sponsor of the 2025 **Retail Operations & Partners Conference** organized by **Pharmacy**. The event brought together leading suppliers, pharmacists, and key strategic partners in the pharmaceutical and healthcare sectors.



Imexpharm joined the **VILA 2025 National Pulmonary Science Conference** with an exhibition booth showcasing its Antibiotic portfolio. At the event, Dr. Nguyen Van Thanh, Vice President of the Vietnam Respiratory Society and the Vietnam Lung Association, delivered a presentation on **Colistin**, highlighting its role in preventing ventilator-associated pneumonia.



Stock performance



	IMP	DHG	TRA	DHT	DBD	DMC
YTD avg. daily trading volume	165,175	20,901	4,062	25,694	239,155	7,241
YTD stock performance	▲ 2%	▲ 5%	▼ (8%)	▼ (23%)	▼ (9%)	▼ (10%)
Daily trading volume in 11M25 vs. 11M24	▲ 117%	▼ (13%)	▲ 89%	▼ (77%)	▼ (0%)	▲ 179%
Market cap (VND billion)	7,331	13,415	2,831	6,036	4,753	2,084

Data as of 28 Nov 2025

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Thank You



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