

# IR BULLETIN

## April 2023

### I. REPORT ON BUSINESS AND PRODUCTION RESULTS IN APRIL 2023

(Unit: billion VND)

Criteria	April 2023	Accumulated to April 2023	% of 2023 plan	Accumulated to April 2022	Growth
Net revenue	152.5	631.7	36.1%	418.4	51.0%
Profit before tax	33.3	132.5	37.9%	85.4	55.2%

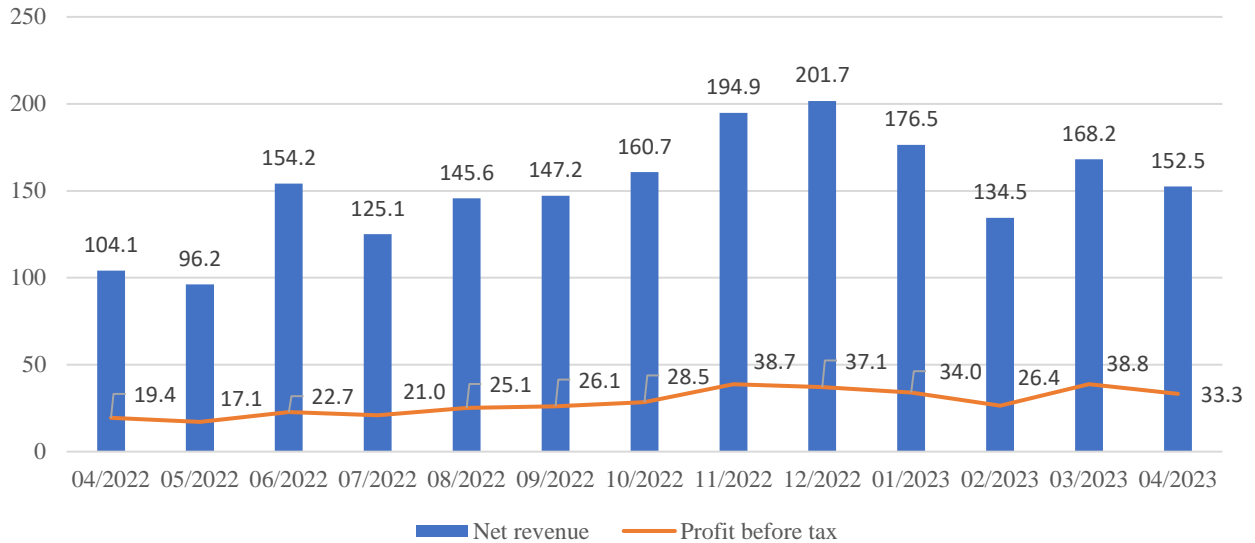
Accumulated net revenue by the end of April 2023 of Imexpharm reached VND 631.7 billion, reaching 36.1% of the year plan approved by the 2023 Annual General Meeting of Shareholders and an increased of 51% over the same period last year. Imexpharm's pre-tax profit in the first 4 months reached VND 132.5 billion, reaching 37.9% of the year plan and growing 55.2% over the same period last year. Imexpharm mainly distributed products manufactured by the Company, which account for 99% of total net revenue whereas other purchases made up about 1%.

Imexpharm's OTC channel in April 2023 continues to play a leading role, accounting for 56.3% of Imexpharm's revenue structure with a growth rate of 27.9%. Along with that, the ETC channel continued to grow in April 2023 with 87.5% and accounted for 43.7% of revenue. Accumulated to the end of April, the ETC channel grew by 175.1%, accounting for 39% of Imexpharm's revenue structure.

Besides, Imexpharm was still managing operating expenses well. Specifically, accumulated in April, COGS increased by 42.4% over the same period and much lower than the growth rate of net revenue of 51%. Imexpharm's gross profit margin reached 47.6%, higher than 44.5% in the same period in 2022.

Meanwhile, selling expenses in April increased by 57.3% yoy, mainly due to the advance budget for sales and marketing activities, and salary increase for employees. At the same time, administrative expenses in April also increased by 47.2%, mainly due to the increase in salary, and spending on outsourced services for projects to strengthen management at Imexpharm.

**NET REVENUE AND PROFIT BEFORE TAX**  
(04/2022 - 04/2023)



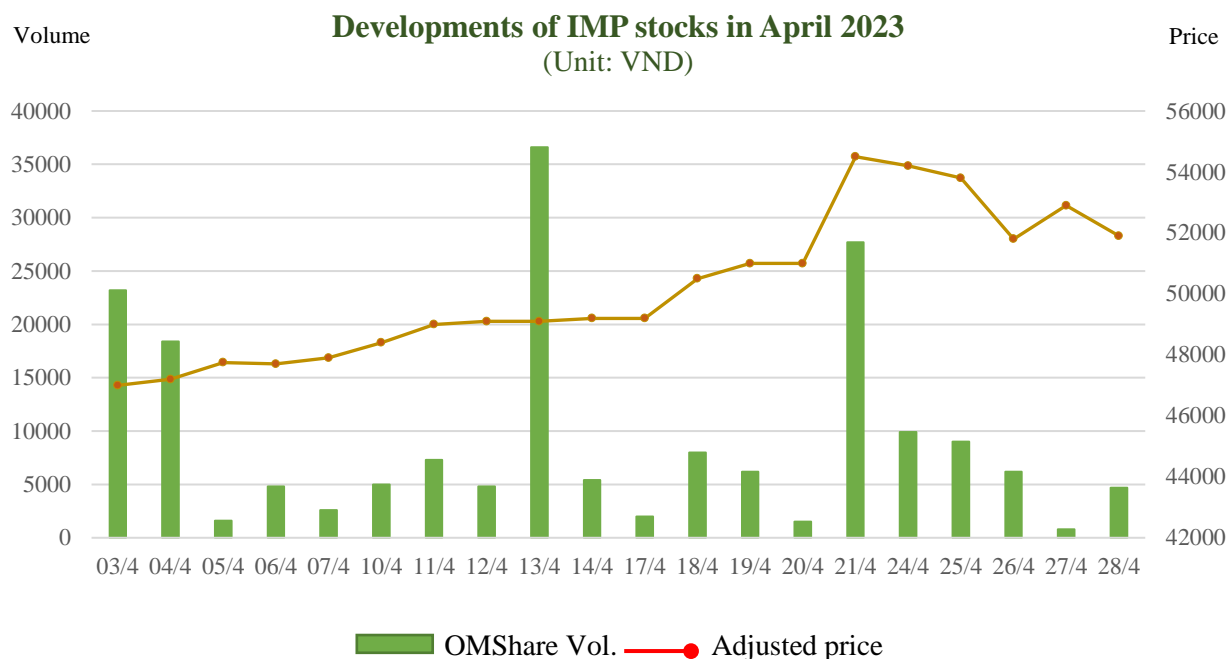
**II. IMP stocks in April 2023**

*As of April 28<sup>th</sup> 2023*

❖ Stock name	IMP
❖ Trading floor	HOSE
❖ Authorised capital (billion VND)	667.1
❖ Amount of outstanding shares (million)	66.7
❖ Market capitalization (billion VND)	3,406.3

In April 2023, IMP stocks had 20 trade sessions done with a totally matched trading volume reaching 185,700 shares and no dealing trades. Compared to the trading volume of 111,600 shares in April 2022, the trading volume in April 2023 increased by 66%. On average, every day in April 2023, 9,285 shares were traded.

IMP's stock price in April 2023 has increased. The highest adjusted price was VND 54,500/share (April 21<sup>st</sup>, 2023). The lowest adjusted price in April was VND 47,000/share (April 03, 2023). IMP's stock price closed on April 28, 2023 at 51,900 VND/share, an increased of 4,850 VND compared to the closing price of the last trading session of March 2023.



*Source: VietstockFinance*

### III. Significant activities in April and plans for May 2023

#### 1. Significant activities in April 2023

On April 28, 2023, the 2023 Annual General Meeting of Shareholders of Imexpharm Corporation was successfully held at the company's head office. The AGM 2023 also approved many important resolutions, including changing the structure of the Board of Directors and the organizational structure of management of the Company according to the new model, accordingly:

- The Chairperson of the Board of Directors for the term 2023-2027 is Ms. Chun Chaerhan, Head of Vietnam - SK Supex Council, Korea.
- The Board of Directors reduced from 7 members to 5 members, including 01 independent member, and 01 executive member is the General Director, helping the Board of Directors to have a more comprehensive and multi-dimensional view in governance.
- Removed the Supervisory Board model.
- Establishing an Audit Committee under the Board of Directors. The Audit Committee has the highest directional and supervisory role in terms of risk, control and internal audit in the Company, helping Shareholders and investors gain peace of mind and high confidence. This is also the model recommended to apply under the Enterprise Law 2020.

In addition, the General Meeting of Shareholders also approved the dividend payment rate for 2022 as follows:

- Cash dividend is 10%/Charter capital (25.19% of profit after tax is distributed);
- Share dividend is 5%/Charter Capital (12.60% of profit after tax is distributed).

The 2022 dividend will be paid to shareholders no later than 30 days after receiving the List of Shareholders from the Depository Center, but not later than 6 months from the end of the 2023 General Meeting of Shareholders.

For detailed information, shareholders and investors can see at the website: <https://imexpharm.com/>.

## **2. Plans for May 2023**

In May, Imexpharm will continue to review all activities of the Company, in order to help the whole system operate in the most efficient and optimal way, and at the same time push the departments to come up with improvement initiatives for the work.

In addition, Imexpharm also takes advantage and maximizes market exploitation opportunities, in order to ensure the best implementation of revenue and profit targets assigned by the General Meeting of Shareholders in 2023.