



Investor Relations Department (IR)

**Imexpharm Corporation**

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# Imexpharm Investor Relations News

## October, 2022

### I. REPORT ON BUSINESS AND PRODUCTION RESULTS IN OCTOBER 2022

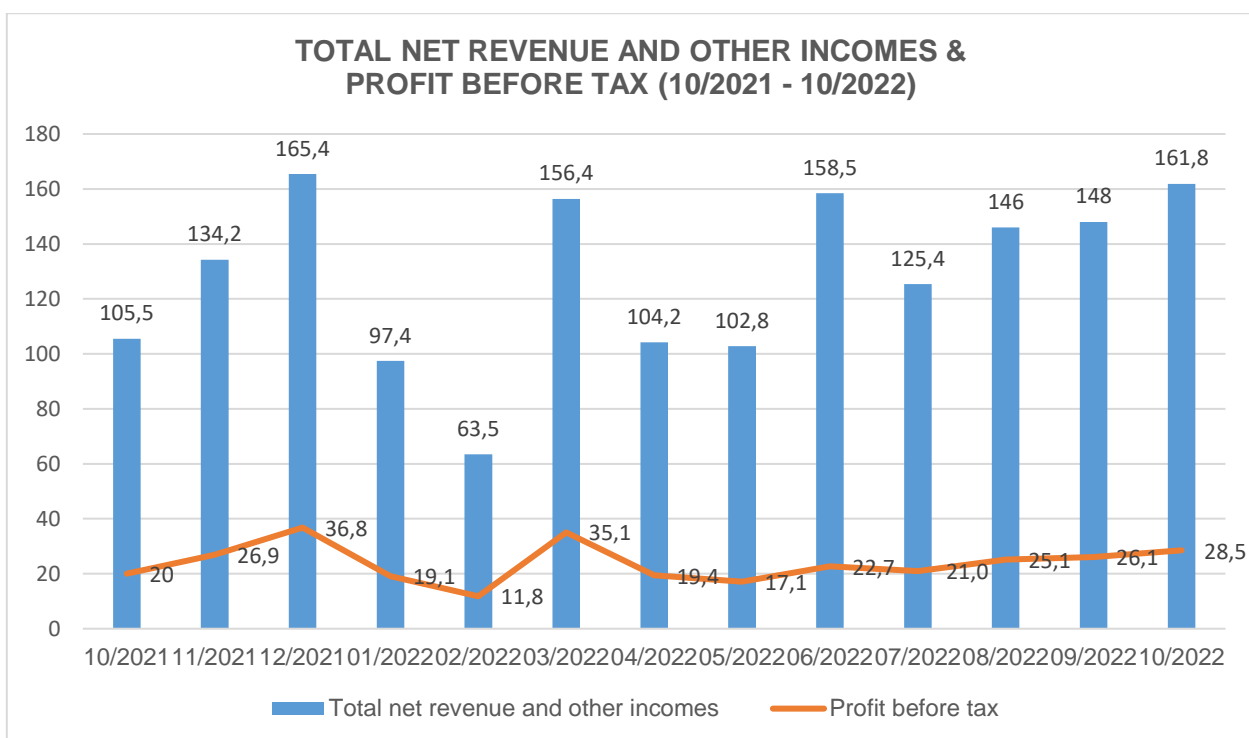
(Unit: VND Billion)

Criteria	October 2022	YTD 31 October 2022	%Planned 2022	YTD 31 October 2021	Growth rate
Total net revenue and other incomes	161.8	1,263.9	87.2%	990.9	27.6%
Net revenue	160.7	1,247.2		974.4	
Profit before tax	28.5	226.0	82.2%	175.1	29.1%

Imexpharm's total net revenue and other incomes in the first 10 months of 2022 reached VND 1,263.9 billion, increased 27.6% over the same period, and made up 87.2% of the annual plan. Imexpharm mainly distributes products manufactured by the Company, which account for 97.5% of total net revenue whereas franchising products and other purchases made up about 2.5%.

Meanwhile, IMP's pre-tax profit in the first 10 months of 2022 attained VND 226.0 billion, which is meeting 82.2% of the annual plan set by the General Meeting of Shareholders and grew by 29.1% year over year. Besides, Imexpharm has well controlled cost of goods sold. Also in the first ten months of 2022, COGS increased by 21.9% year over year in the context that global supply chains are still broken and prices are escalating due to inflation, and selling expenses went up by 35% and administrative expenses also increased by 57.7% due to the effect of increase in basic salary and petrol price. In addition, IMP's gross profit margin in the first 10 months of 2022 made up 42.7% and slightly higher than 40% for the same period in 2021.

Imexpharm's OTC channel in 10 months has impressively growth of 50.2%. Meanwhile, ETC channel has recovered made up 12.5% after months of negative growth.



## II. IMP STOCK IN OCTOBER 2022

Through 21 trading sessions in October 2022, total order-matching amounts were 91,400 shares and there was no put-through transaction. In comparison with the volume of 269,800 shares in October 2021, the transaction in October 2022 were equal only a third. The highest closing price in October 2022 for IMP shares was VND 62,000/share (recorded on October 3, 2022), while the lowest price was VND 53,200/share (October 31, 2022), decreased VND 8,800 in comparison with the closing price of the last round of September 2022.

In October 2022, SK Investment Vina III Pte. Ltd made a public offer to buy 733,759 IMP shares from 17 investors. After the Public Tender Offer, SK Investment Vina III Pte. Ltd and related persons owned 36,715,675 IMP shares, equivalent to 55.04% of Imexpharm Corporation's charter capital, contributing to consolidating the position of Shareholders with the highest share ownership rate in Imexpharm Pharmaceutical Joint Stock Company.

## III. REMARKABLE ACTIVITIES IN OCTOBER 2022 AND PLANS FOR NOVEMBER 2022

Imexpharm's most important goal in October 2022 is to ensure sufficient supply of raw materials for production in the last quarter of the year. A high demand for drugs, antibiotics, antipyretics, vitamins... It is very urgent right now due to erratic weather changes that make many people susceptible of many diseases and illnesses.

In November, Imexpharm continues to closely monitoring the situation of raw materials, inventories and production plans to ensure the supply of goods for business activities. In addition, Imexpharm continues to control expenses to read the Company's profit target in 2022.

In response to the World Antibiotic Awareness Week (November 18 to November 24 annual), Imexpharm organizes a series of seminars "**Consulting and selecting antibiotics in the treatment of respiratory**

**infections in the era of drug resistance"** for loyal customers of the Company. Seminar series lasts from mid-November to mid-December, taking place in 9 major cities across the country.