



IR NEWSLETTER

May 2023

Content

- I. REPORT ON BUSINESS AND PRODUCTION RESULTS IN MAY 2023
- II. IMP STOCKS IN MAY 2023
- III. SIGNIFICANT ACTIVITIES IN MAY AND PLANS FOR JUNE 2023

I. Report on business and production results in May 2023

(Unit: billion VND)

Criteria	May 2023	Accumulated to May 2023	% of 2023 plan	Accumulated to May 2022	Growth
Net revenue	142.1	773.9	44.2%	514.5	50.4%
Profit before tax	32.5	165.0	47.1%	102.5	61.0%

Imexpharm's net revenue in the first 5 months of 2023 reached VND 773.9 billion, achieving 44.2% of the annual plan approved at the Annual General Meeting of Shareholders in 2023, and showing a growth rate of 50.4% compared to the same period last year. Imexpharm mainly distributed products manufactured by the Company, which account for 99.2% of total net revenue whereas other purchases made up about 0.8%. Among these, Imexpharm's pre-tax profit accumulated over the 5-month period in 2023 amounted to VND 165 billion, reaching 47.1% of the annual plan and experiencing a growth rate of 61% compared to the same period in 2022.

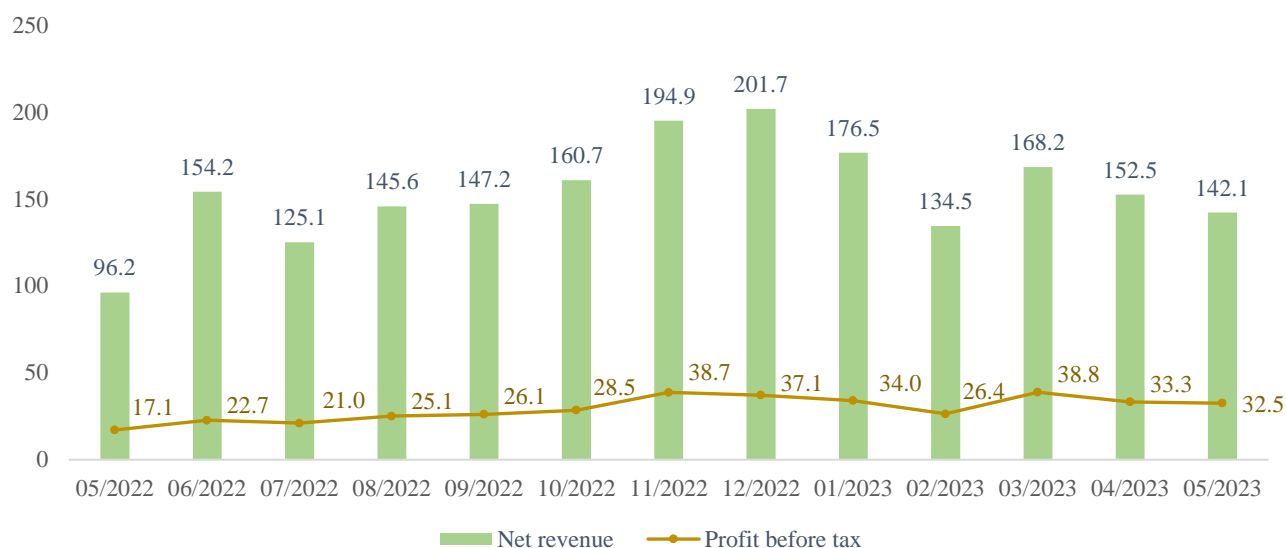
In the first 5 months of the year, the revenue from the ETC (Ethical Channel) and OTC (Over-the-Counter Channel) of Imexpharm reached VND 310.4 billion (an increase of 143% compared to the same period) and VND 461.1 billion (an increase of 18% compared to the same period) respectively. Specifically, Imexpharm's OTC channel continued to play a dominant role in May 2023, accounting for 54.2% of the revenue structure of Imexpharm products, with a growth rate of 38%. Additionally,

the ETC channel has maintained its growth momentum since the fourth quarter of 2022 due to the high demand for antibiotic, cough, and fever treatment products.

Furthermore, in May 2023, Imexpharm also effectively controlled costs to enhance the company's operational efficiency. Specifically, the selling expenses in May 2023 amounted to VND 20.2 billion, slightly decreasing compared to the same period in 2022 (selling expenses in May 2022 were VND 20.4). Additionally, the business management expenses in May decreased by 9.2% compared to the same period last year.

As of May 31, 2023, Imexpharm's cost of goods sold increased by 42.8% compared to the same period and was much lower than the growth rate of net revenue, which was 50.4%. Among them, the highest proportion was accounted for by Imexpharm's new drug products, representing 90% of the cost of goods sold. Imexpharm's gross profit margin for the first 5 months of 2023 reached 46.9%, higher than the 44.1% recorded in the same period of 2022.

NET REVENUE AND PROFIT BEFORE TAX (05/2022-05/2023)



II. IMP stocks in May 2023

At dated May 31,2023

✧ Stock code	IMP
✧ Stock exchanges	HOSE
✧ Charter capital (VND billion)	667.1

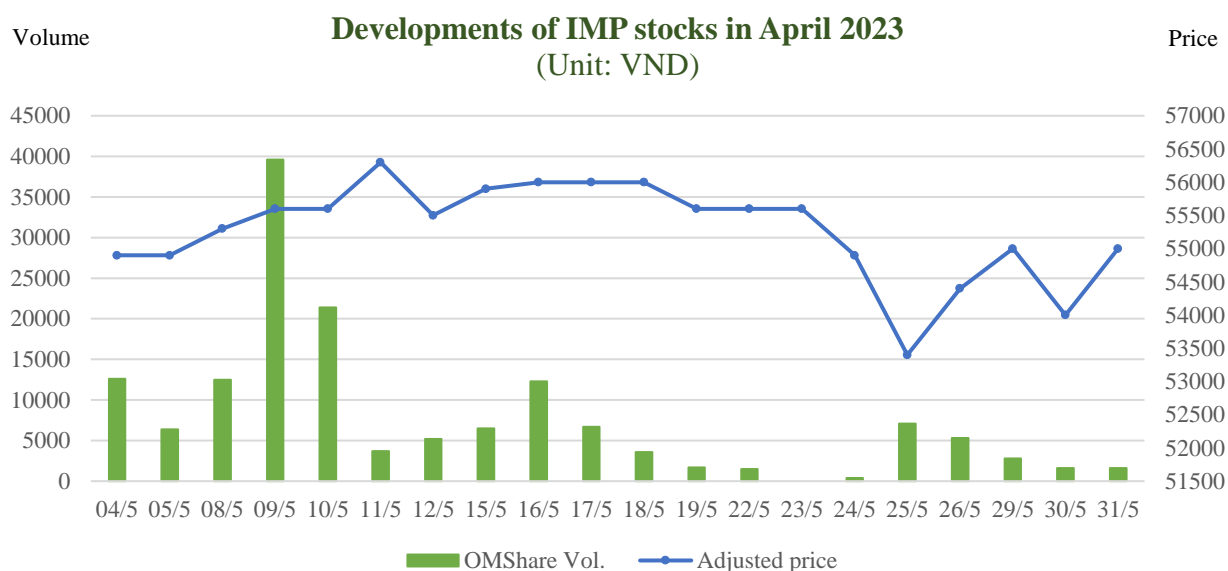
✧ The number of shares outstanding

(in millions of shares) 66.7

✧ Market Capitalization (VND billion) 3,667

In May 2023, there were 20 trading sessions for IMP shares, with a total matched trading volume of 152,500 shares and no dealing trades. Compared to the trading volume of 143,500 shares in May 2022, the trading in May 2023 increased by 6.3%. On average, there were 8,026 shares traded per day in May 2023.

The highest closing price in May was VND 56,300/share (May 11, 2023), while the lowest price in May was VND 53,400/share (May 25, 2023). The closing price of IMP shares on May 31, 2023, reached VND 55,000/share, an increase of 3,100 VND compared to the closing price of the last trading session in April 2023.



Source: VietstockFinance

III. Significant activities in May and plans for June 2023

1. Significant activities in May 2023

In May, Imexpharm collaborated with SK's team of specialists to review all company operations, thereby facilitating the most efficient and optimal functioning of the entire system while also encouraging departments to propose initiatives and improvements for their work.

Imexpharm also capitalized on and maximized market exploration opportunities to ensure the best implementation of revenue and profit targets entrusted by the Annual General Meeting of Shareholders in 2023.

2. Plans for June 2023

In June 2023, Imexpharm Joint Stock Company will announce the Resolution of the Board of Directors by finalizing the shareholder list for the payment of dividends for the year 2022, and implement the plan to issue shares to increase charter capital for dividend payment, as stated in Resolution No. 01/2023/NQ-ĐHĐCĐ-IMP dated April 28, 2023, of the Annual General Meeting of Shareholders.

In addition, Imexpharm will continue to collaborate with SK's team of specialists to review all company operations, intensify marketing and sales activities to accelerate towards achieving impressive results in the second quarter as well as the first six months of 2023, thereby laying the foundation for breakthroughs in the remaining quarters of 2023.

Please scan the QR code to send us any questions or inquiries you may have.



Investor Relations Department

*Add: 63B - 65B No.2 Street, Lu Gia block, Ward 15, District 11, HCMC
Tel: (+84) 28 3866 9856
Email: ir@imexpharm.com*