

IMEXPHARM CORPORATION

Ho Chi Minh City
February 2025



Agenda



Vietnam &
Vietnam Pharmaceutical
Market

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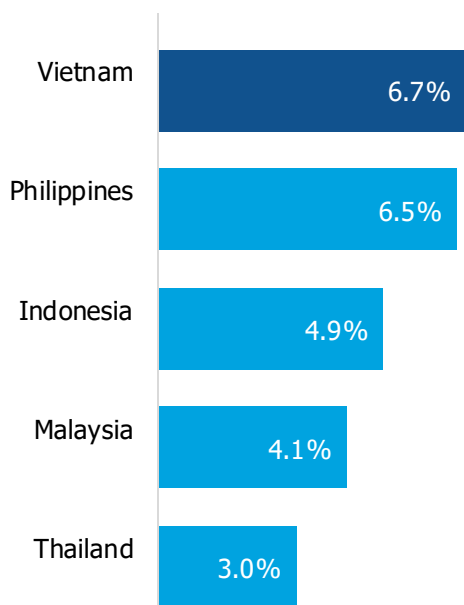
01

VIETNAM & VIETNAM PHARMACEUTICAL MARKET



Vietnam represents one of the most attractive pharma markets in Asia

Avg. forecast GDP growth, 2024-2028



Key growth drivers



Strong income growth



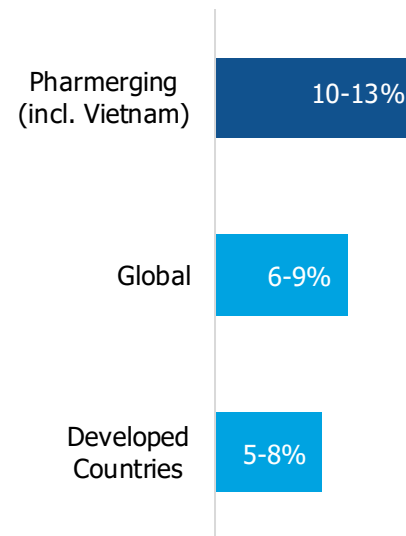
Favorable demographics



Improving infrastructure

Vietnam's middle class is forecast to make up 75% of the total population by 2030

Vietnam pharma market outlook 2024-2028



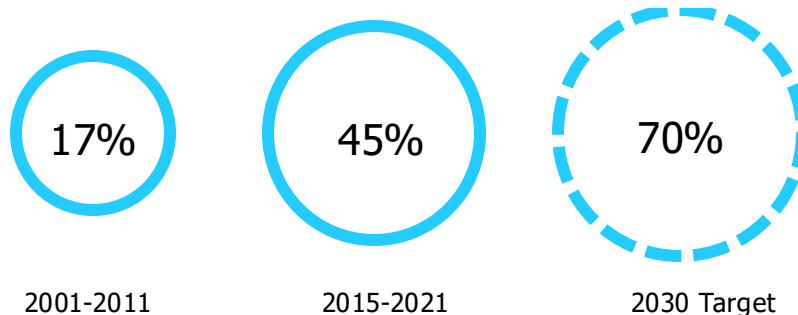
Source: IQVIA

Golden growth period for local manufacturers

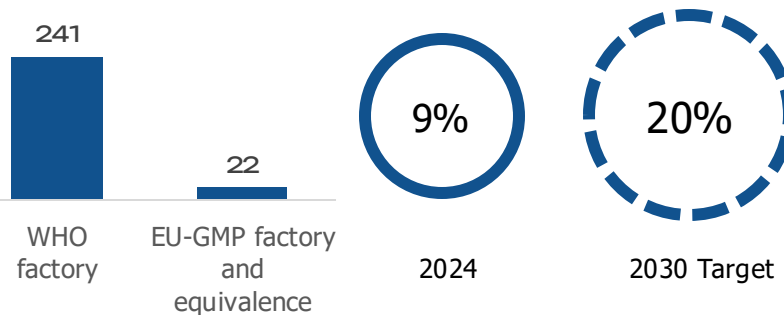
National Strategy for Vietnam's pharma industry development by 2030 with a vision towards 2045 issued in Oct 2023

- **70%** market value coming from local products
- **20%** of drug production establishments meeting **EU-GMP**, **PIC-GMP** or equivalent

Local production value contribution



EU-GMP & equivalent production capacity



2024 favorable regulatory progress

**Decree
No. 24/2024/ND-CP
(02/2024)**

Incentives for
Vietnamese-origin goods

**Circular
No. 03/2024/TT-
BYT
(04/2024)**

No import products for drugs
in tier 1,2 manufactured by at
least 03 capable local
suppliers in tendering

**Amended
Pharmacy Law
No. 44/2024/QH15
(11/2024)**

- Drug Registration procedures;
- Investment incentives for local players;
- New business models & distribution channels;
- FIEs's business rights;
- Drug price management

**Amended
Health Insurance
Law
No. 51/2024/QH15
(11/2024)**

Expanded coverage benefits
for health insurance
participants

**Decision
No. 201/QĐ-TTg
(02/2024)**

- Upgrade 6 hospitals to international standards
- Upgrade 21 provincial general hospitals to regional hospitals
- Add national & 3 regional CDCs

New opportunities and challenges

Opportunity



Local drugs are clearly favoured against imported drugs



The R&D and go-to-market processes for high-value, high-tech products, such as first generics and biosimilars, are prioritized



Market in both OTC and ETC channel are expanded by enhanced healthcare facilities and medicine accessibility

Challenge

Competition has intensified, particularly due to foreign players with strong financial capabilities



High-tech, high-value products particularly vaccines driving market growth

Market Value

CAGR 2022-2024

10.4% p.a

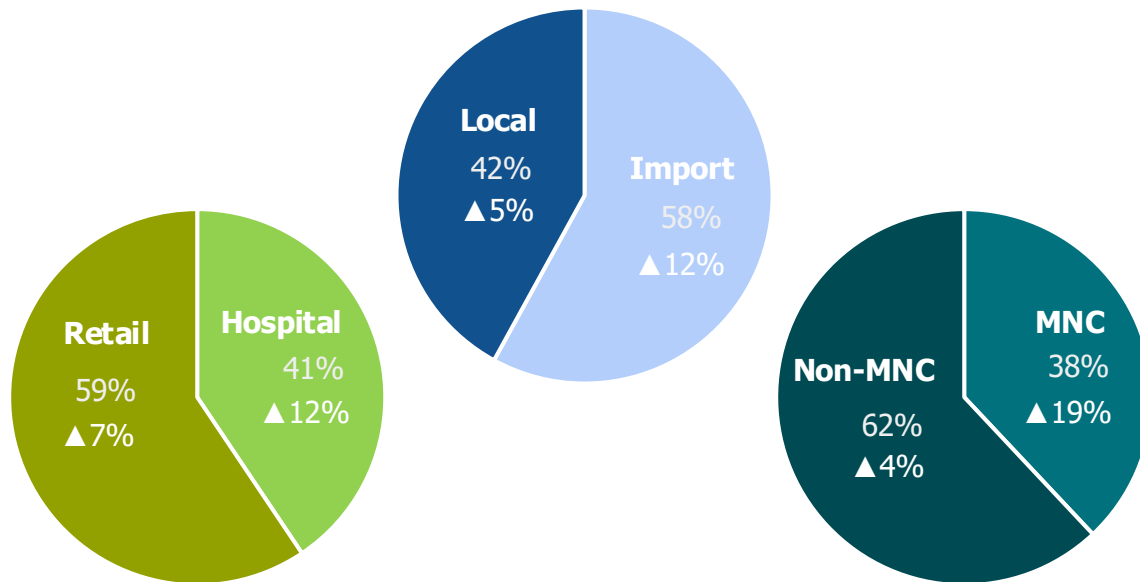
MAT 3Q2024: 9% yoy

Market Volume

CAGR 2022-2024

1.1% p.a

Market Value Breakdown



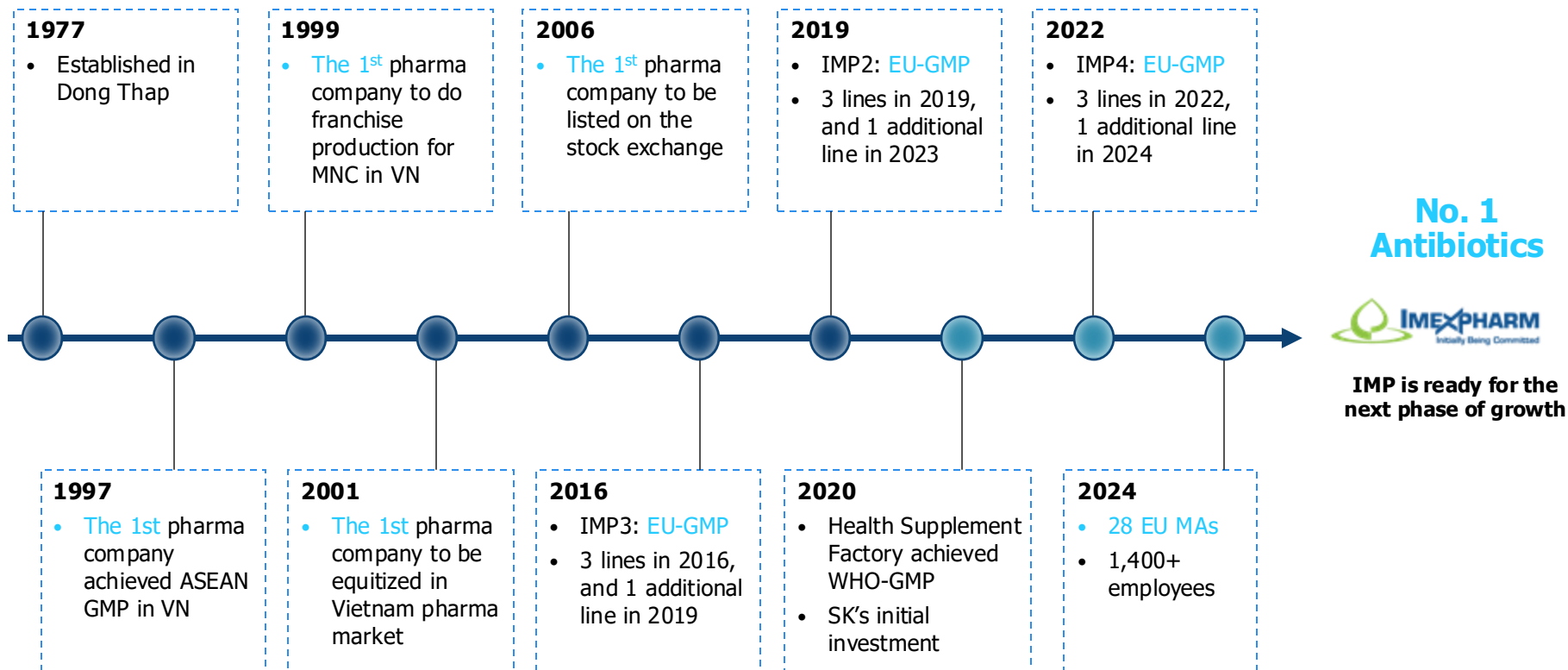
(Sources: 24'Q3 IQVIA report)

02

WHO WE ARE



Imexpharm - 5 decades of pioneering and innovation



A leading Pharmaceutical company in Vietnam

Market



- ✓ **Market leading position benefiting from favorable national policies**



#1

in VN antibiotics market with over 9% market share



Favorable

Government policies for local pharma players

Platform



- ✓ **Leading manufacturing facilities with highest number of EU-GMP production line**



12

EU-GMP production lines



#1

in number of EU-GMP or equivalent product lines



- ✓ **Generics leader with entrenched position in antibiotics and extensive product offerings**



361

products licensed for sale in Vietnam



28

EU MAs registered



- ✓ **Commercial infrastructure with national coverage across both ETC and OTC channels**

ETC network



70%

hospital coverage ratio

OTC network



17,500+

mom-and-pop shops



4

largest pharmacy chains

Management team



- ✓ **Experienced management with combination of international standard governance and local industry knowhow**



Extensive

Experience for C-level management



Lean and well-thought-out

corporate structure with all key positions in place

IMP's products are produced at world-class facilities in Vietnam



IMP1: A plant focusing on non-antibiotics



IMP2: An oral antibiotics plant

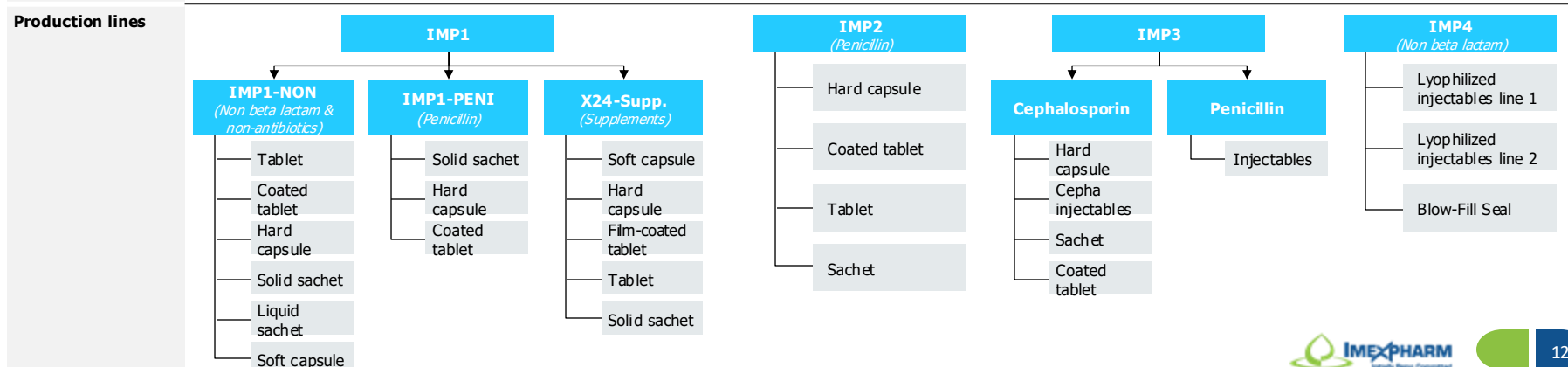


IMP3: A high-tech antibiotics plant



IMP4: An injectable antibiotics plant

Standard	WHO-GMP (2006 1 st certification)			EU-GMP (2019 1 st certification)	EU-GMP (2016 1 st certification)	EU-GMP (2022 1 st certification)
Reinspection	2008, 2010, 2013, 2016, 2019, 2023			2023	2019, 2023	2024
TA	Non-antibiotics	Antibiotics	Non-antibiotics	Antibiotics	Antibiotics	Non-antibiotics & Antibiotics
Annual capacity (units)	1,038 millions			92 millions	139 millions	24 millions



ETC Channel: Full-fledged infrastructure with national coverage

Covering **63/63** provinces






~70%

Hospital coverage ratio



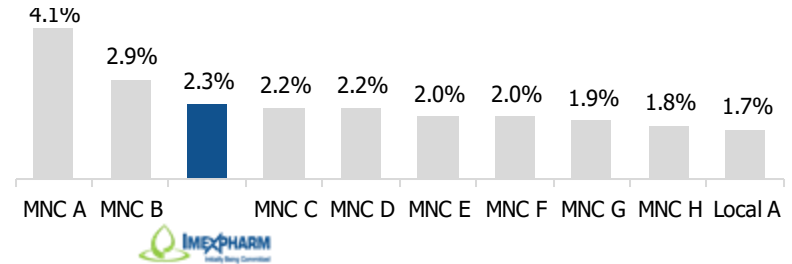
Leading distributors

IMP has established strong presence in ETC channel for antibiotics with **1st leading position in both oral and injectable antibiotics**

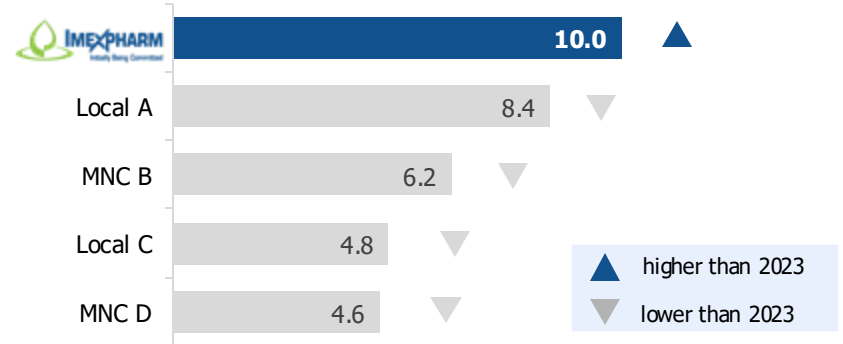
TA	Oral Antibiotics
 Raking (2024)	#1
 IMP's market share (2024, %)	9%
 Market positioning	Highest growth rate among top competitors, raking improved in '19-24

Source: IQVIA (excluding vaccines)

No.1 local player in Vietnam ETC-Hospital channel (% market share)

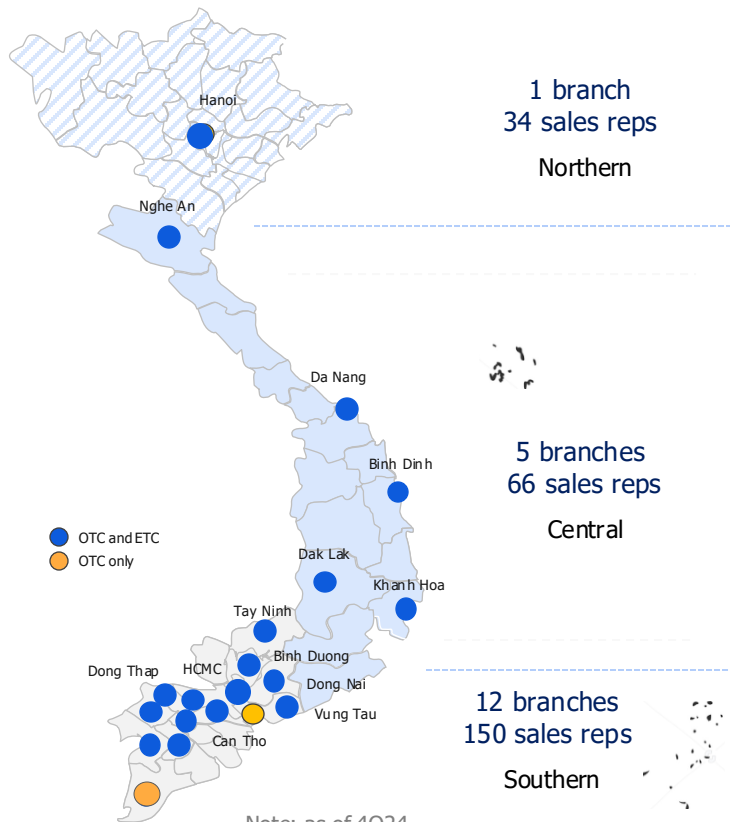


No.1 in Antibiotics market (% market share)



OTC channel – rapid expanding network

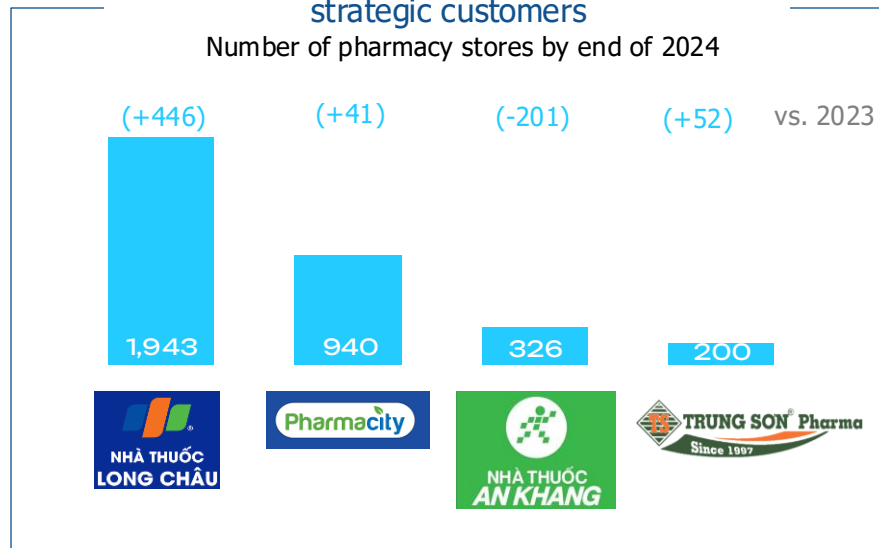
Our nationwide sales network covers 63/ 63 cities in Vietnam



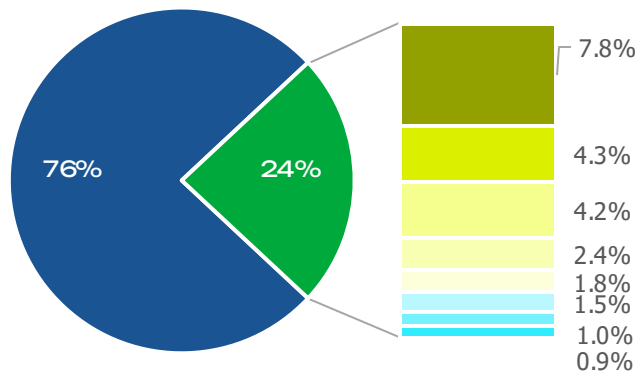
Note: as of 4Q24

We sell to 17,500+ mom-and-pop pharmacies in the country and develop strong partnership with leading pharmacy chains.

Top 4 pharmacy chains in Vietnam are our strategic customers



Sustainable growth fueled by strong product portfolio & outstanding R&D capability



- Antibiotics
- Cough medicine
- Digestive aid
- Analgesic and antipyretic
- Anti-inflammatory
- Health supplement
- Anti-tuberculosis
- Vitamins
- Antiallergy

98
on-going
projects

24 new
launched
SKUs in
2024

361
SKUS

28
EU MA

Top 10 products in various dosage forms with annual sales from USD 1 ~ 4 million



Biocemet
Dispersible tablet
(IMP2)



Cidetus
Soft gelatine capsule
(IMP1)



Claminat 625mg
Film-coated tablet
(IMP1)



Claminat 500mg
Powder for oral suspension
(IMP1)



Ceftizoxim
Powder for injection
(Cepha – IMP3)



Claminat 1g
Film-coated tablet
(IMP1)



Cefamandol 1g
Powder for injection
(Cepha – IMP3)



Bacsulfo
Powder for injection
(Cepha – IMP3)

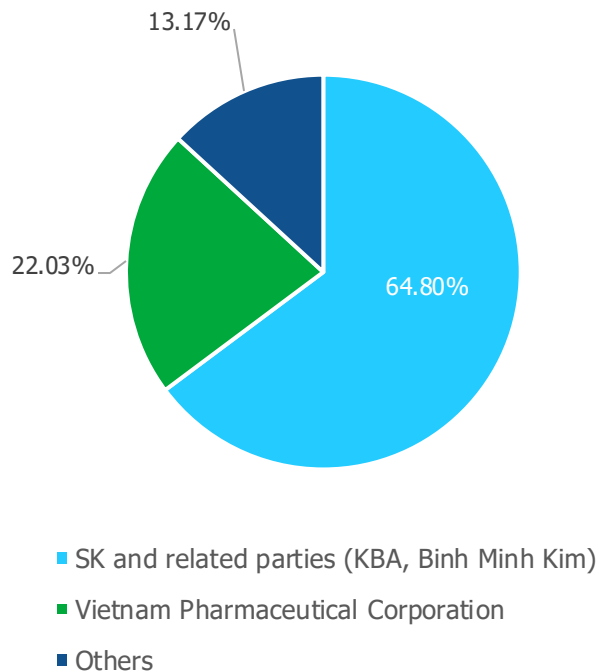


Cefamandol 2g
Powder for injection
(Cepha – IMP3)



Nerusyn
Powder for injection
(Peni – IMP3)

Shareholder structure and IMP stock



Charter capital	USD 60 mn (VND 1,540 bn)
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No. of outstanding shares	154 million shares
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Book value per share	USD 0.6 (VND 14,176)
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EPS	USD 0.1 (VND 2,182)
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Market cap	USD 284 mn
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P/E	21.5 x
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P/B	3.3 x
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EBITDA multiple	14.1x
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Revenue multiple	3.3 x
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As of 31 Dec 2024

03

FINANCIAL HIGHLIGHTS



Double-digit growth in revenue and accelerated profitability

Net revenue

▲ **11% YoY**

USD 86.5 mn

EBITDA

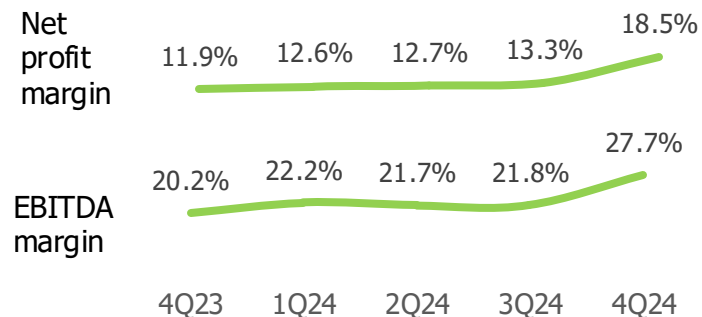
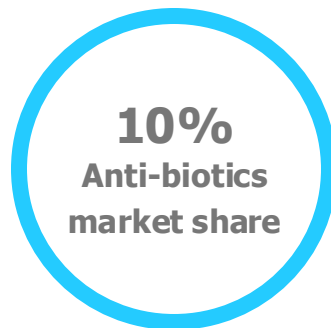
▲ **12% YoY**

USD 20.4 mn

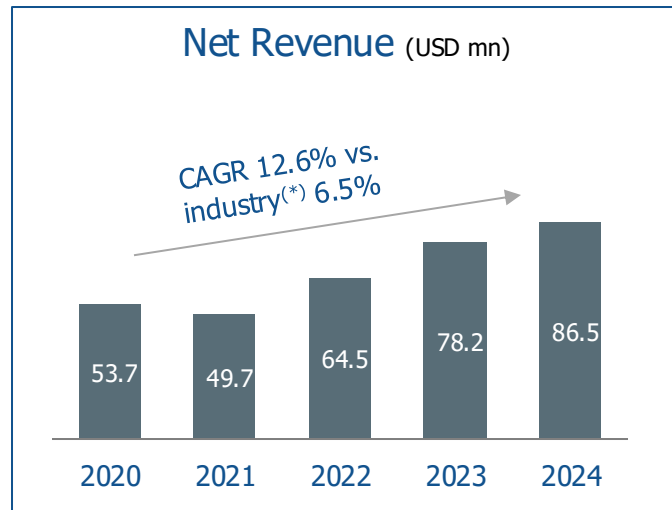
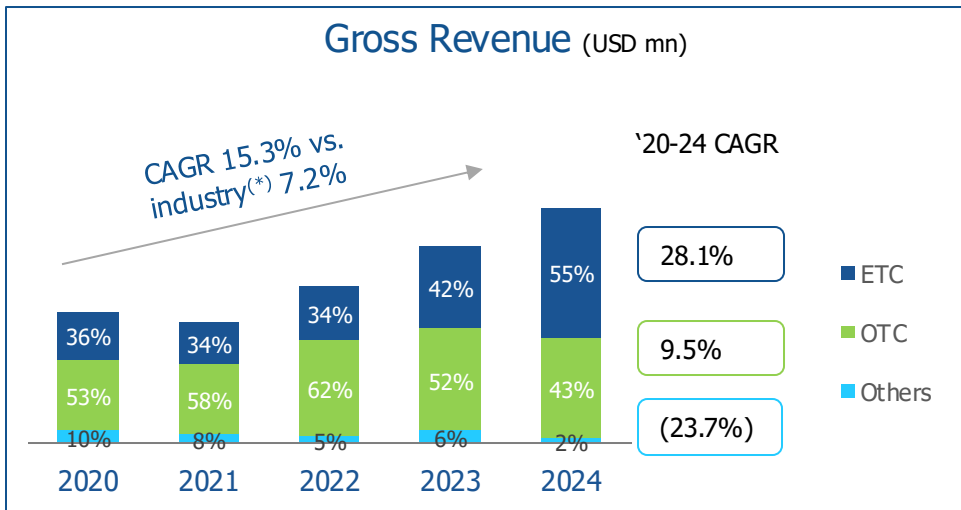
PBT

▲ **7% YoY**

USD 15.8 mn



Consistent investments in technology and quality driving outstanding revenue growth



FY2024

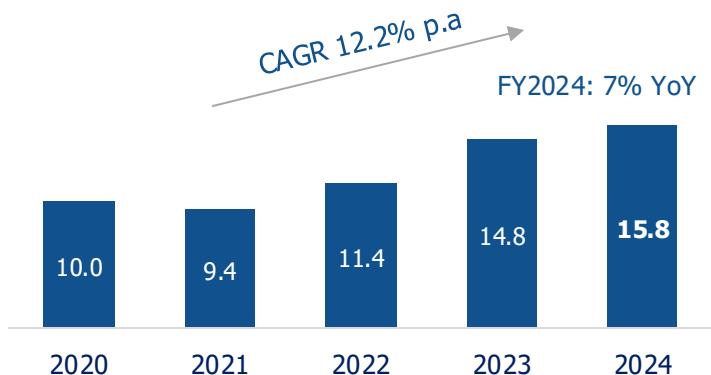
1. Gross revenue up 19% yoy, net revenue up 11% yoy. Revenue growth is the highest among peers.
2. Driven by continued momentum in ETC channel growing at 56% yoy and injectable products in particular with 52% yoy increase
3. OTC channel remained flat, on par with retail channel of local products. Sales via chain up 74% yoy, accounting for 9% of OTC sales

(*) Top 6 local pharmaceutical companies by revenue: DHG, TRA, IMP, DHT, DMC, DBD

Steadily rising profitability

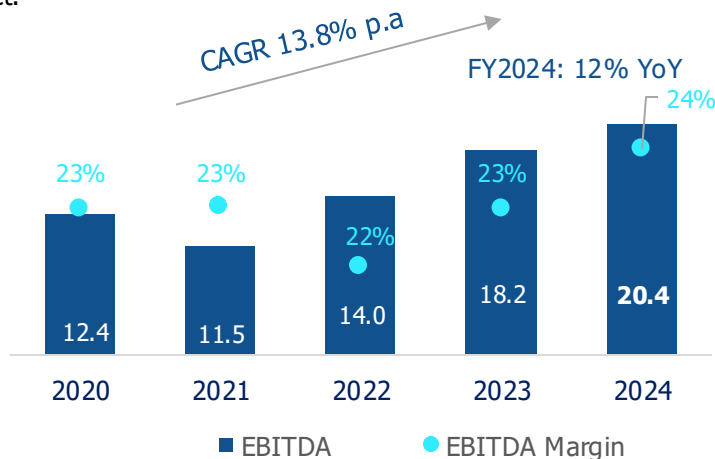
Profit before tax (USD mn)

- Competitive advantages in **EU-GMP-compliant productions, high-tech high quality product portfolio and continuously optimized operations** are driving sustainable profitability despite significant depreciation incurred in IMP4.
- Out-performing** comparable peers. PBT of top 6 local company (*) recording a **10% yoy decrease**



EBITDA (USD mn)

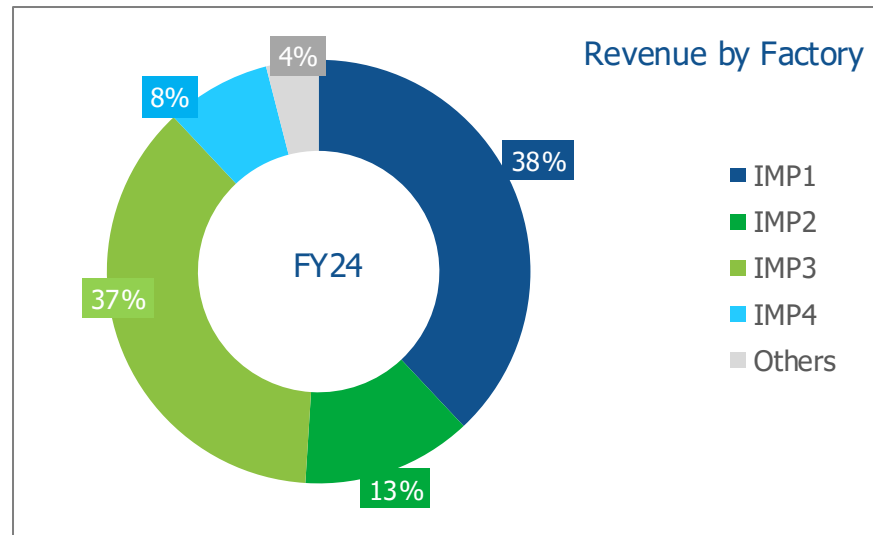
- The product portfolio has been **shifting towards high-tech high value products** including injectables and dispersible medicines
- EBITDA demonstrated strong growth, contrasting with the **flat EBITDA performance of the top 6 local companies(*)**
- EBITDA margin surged to **all-time high level of 24%**, surpassing AGM target.



(*) Top 6 local pharmaceutical companies by revenue: DHG, TRA, IMP, DHT, DMC, DBD

IMP boosted production at its higher-value, EU-GMP factories

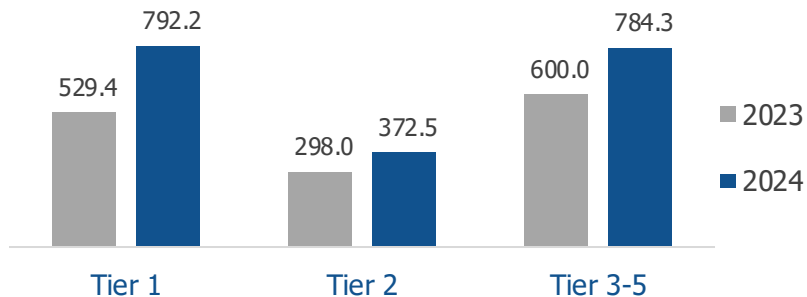
Factory	Production volume FY24 vs. FY23	Production value FY24 vs. FY23
IMP1	▼ (9%)	▼ (10%)
IMP2	▲ 28%	▲ 50%
IMP3	▼ (19%)	▲ 37%
IMP4	▲ 133%	▲ 139%
Others	▲ 23%	▲ 41%
TOTAL	▼ (9%)	▲ 19%



- Low demand for WHO GMP products at IMP1
- Strongly growing demand for EU GMP products at IMP2 and IMP4
- IMP3 portfolio shifted towards higher value and higher technology products with more injectables and less oral medicines, resulted in a strong increase in revenue but a drop in production volume.

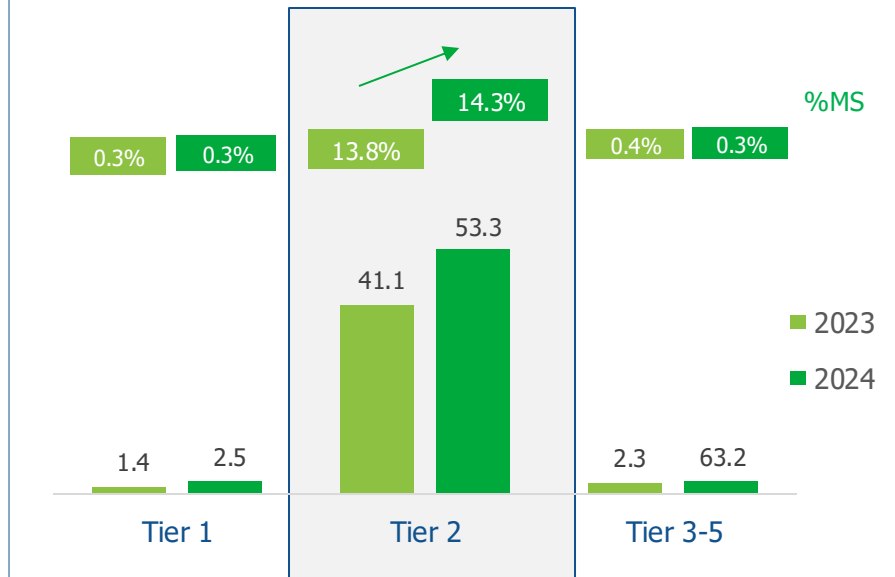
Continued dominance in Tier 2 tenders; improvement across all levels

Market tender value
(USD mn)



- **Tier 1:** (i) branded drugs or; (ii) produced on EU-GMP (or equivalent) lines at SRA/ EMA countries or with MA granted by SRA countries. Eligible to bid for Tier 1, 2, and 5.
- **Tier 2:** produced on EU-GMP (or equivalent) lines in Vietnam or ICH countries. Eligible to bid for Tier 2 and 5.
- **Tier 3-5:** meeting WHO GMP or local standards.

IMP tender value
(USD mn)



Source: muasamcong.mpi.gov.vn

Key Financial Ratios

Ratio	2020	2021	2022	2023	2024	Note
Net revenue (USD mn)	53.7	49.7	64.5	78.2	86.5	12.6% CAGR (20-24)
Profit before tax (USD mn)	10.0	9.4	11.4	14.8	15.9	12.2% CAGR (20-24)
EBITDA (USD mn)	12.4	11.5	14.0	18.2	20.4	13.3% CAGR (20-24)
Market cap (USD mn)	147.3	203.5	157.5	155.5	283.8	
EPS (USD)	0.1	0.1	0.1	0.1	0.1	
EPS (VND)	1,806	1,417	1,754	2,191	2,182	
Total debt/Total assets	17%	22%	17%	13%	13%	
Bank loan/Total assets	6%	8%	4%	2%	3%	
Quick ratio (times)	1.6	1.7	1.7	1.6	2.2	
Current ratio (times)	2.8	2.9	2.9	3.9	4.4	
Gross profit margin	40%	39%	42%	41%	39%	
EBITDA margin	23%	23%	22%	23%	24%	
ROE	12.7%	10.7%	12.1%	15.1%	15.0%	The only maintaining ROE in 2024 among top 6 (*)
ROA	10.6%	8.6%	10.2%	12.8%	13.1%	Leading ROA among top 6 (*)

(*) Top 6 local pharmaceutical companies by revenue: DHG, TRA, IMP, DHT, DMC, DBD

2025 Business guidance

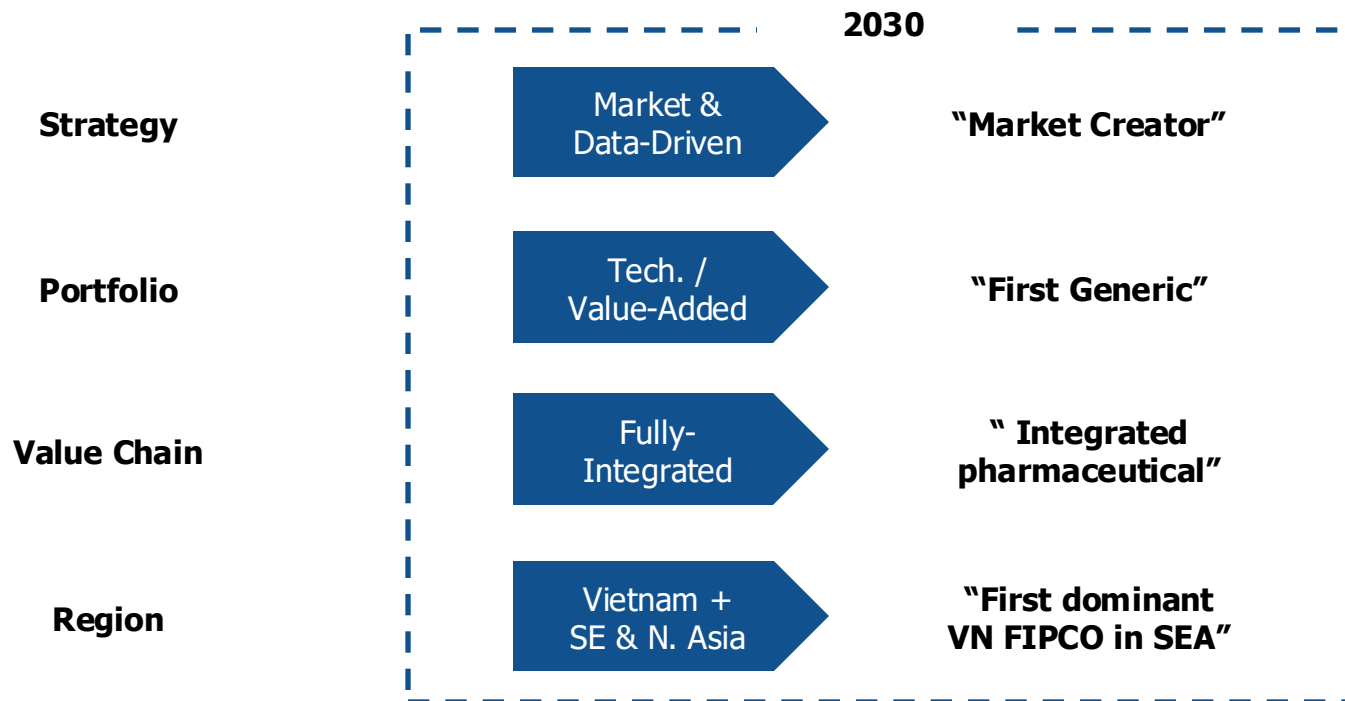
No.	Target (USD mn)	2024 Target	2024 Actual	Completion rate vs. target	2025 Target
1	Gross revenue	103.1	98.5	96%	▲ High teens
	• OTC	47.6	42.2	89%	
	• ETC	51.6	54.0	105%	
2	Net revenue	92.7	86.5	93%	▲ High teens
3	Profit before tax	16.6	15.8	96%	▲ High single-digit at least
4	EBITDA	21.6	20.4	95%	▲ High single-digit at least
	EBITDA margin	23%	24%	Surpass	▼ Moderate contraction

04

VISION & STRATEGY



Our 2030 vision is to be a SEA regional top-tier fully-integrated pharma



Strategic roadmap for IMP to transform into a top-tier player in the region



Focus Areas



Sustainable revenue growth with portfolio expansion



Market penetration



Profit enhancement

Thank You



For further discussion, please contact our IR team
ir@imexpharm.com

