

# VIET NAM PHARMACEUTICAL SECTOR REPORT

October 2015

Teaser

## RESTRUCTURE TO SURVIVE AND THRIVE

*“... The subsidy period created too many pharmaceutical manufacturers, the market economy period has also created too many pharmaceutical distributors. Consequently, the purification and elimination processes are inevitable...”*

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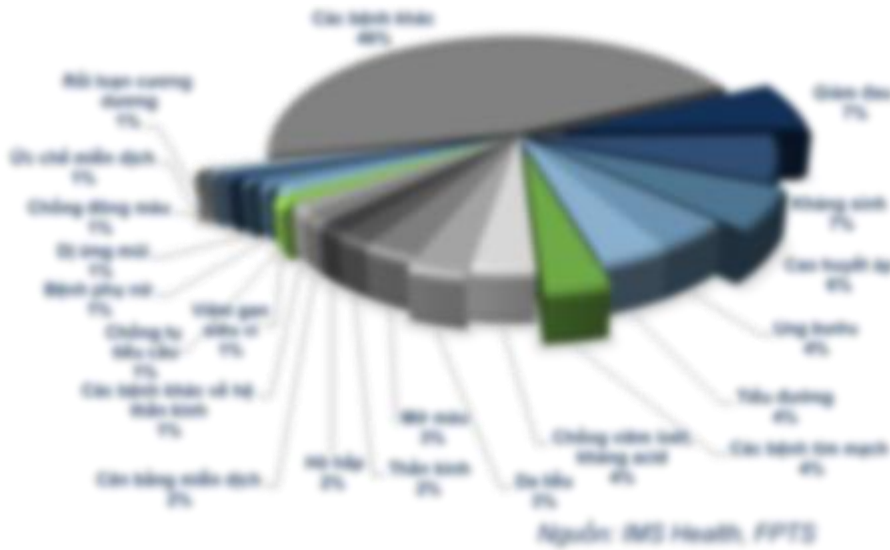
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**Forecast for drug spent by diseases in pharmerging countries in 2018**


Estimated sales in 2018 (USD bn)	Main diseases in pharmerging countries	CAGR 2014 - 2018
110	Cardiovascular	11.5%
100	Anti-diabetics	11.5%
90	Anti-rheumatics	11.5%
80	Anti-virals	11.5%
70	Vaccines	11.5%
60	Bronchodilators	11.5%
50	Sensory Organs	11.5%
40	Anti-hypertensives	11.5%
30	MS therapies	11.5%
20	Immunosuppressants	11.5%
10	Anti-coagulants	11.5%
5	Dermatologicals	11.5%
5	Anti-hyperlipidaemics	11.5%
5	Anti-fibrinolytics	11.5%
5	Anti-bacterials	11.5%
5	Others	11.5%

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**Forecast drug spent by drug groups in the period of 2014 – 2020**

Disease group	Value in 2014	Value in 2020	CAGR	Proportion in 2014	Proportion in 2020	Change
Oncology	111.2	121.9	10.2%	11.1%	14.3%	2.2%
Anti-diabetics	98.4	107.7	10.2%	9.8%	12.9%	3.1%
Anti-rheumatics	88.1	97.1	10.2%	8.7%	11.7%	3.0%
Anti-virals	80.0	87.8	10.2%	8.0%	10.8%	2.8%
Vaccines	37.1	40.3	8.2%	3.6%	4.9%	1.3%
Bronchodilators	48.8	52.1	6.9%	4.8%	6.3%	1.5%
Sensory Organs	35.1	37.1	5.7%	3.4%	4.5%	1.1%
Anti-hypertensives	40.8	43.4	6.2%	4.0%	5.2%	1.2%
MS therapies	17.2	18.5	7.1%	1.7%	2.3%	0.6%
Immunosuppressants	10.8	11.6	7.1%	1.0%	1.4%	0.4%
Anti-coagulants	15.2	16.1	5.9%	1.4%	1.9%	0.5%
Dermatologicals	18.0	19.1	5.7%	1.8%	2.3%	0.5%
Anti-hyperlipidaemics	25.0	26.8	6.2%	2.5%	3.3%	0.8%
Anti-fibrinolytics	18.0	19.0	4.9%	1.8%	2.3%	0.5%
Anti-bacterials	18.8	19.8	5.3%	1.8%	2.4%	0.6%
Others	210.1	221.8	4.7%	19.9%	26.9%	7.0%
<b>Total</b>	<b>1,000.1</b>	<b>1,000.1</b>	<b>5.2%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>0.0%</b>

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**Stats of anti-diabetic drugs by APIs used in the U.S through pharmacy channel in 2012**

Drug class	Total prescriptions	Proportion	Total patients	Main APIs	Proportion	Total patients
<b>Noninsulin antidiabetic drugs</b>						
<b>Biguanides</b>	11,488,000	10.0%	1,148,800	Metformin	100.0%	1,148,800
<b>Sulfonylureas</b>	10,000,000	8.7%	1,000,000	Gliclazide	0.0%	0
				Glibenclamide	0.0%	0
				Glibenclamide	0.0%	0
				Glibenclamide	0.0%	0
				Glibenclamide	0.0%	0
				Glibenclamide	0.0%	0
				Glibenclamide	0.0%	0
<b>DPP-4 inhibitors</b>	1,000,000	0.9%	1,000,000	Sitagliptin	70.0%	700,000
				Linagliptin	15.0%	150,000
				Vildagliptin	15.0%	150,000
<b>AD/AD combination</b>	1,000,000	0.9%	1,000,000	Metformin/Sitagliptin	30.0%	300,000
				Metformin/Sitagliptin	30.0%	300,000
				Metformin/Sitagliptin	15.0%	150,000
				Metformin/Sitagliptin	15.0%	150,000
				Metformin/Sitagliptin	10.0%	100,000
				Metformin/Sitagliptin	10.0%	100,000
				Metformin/Sitagliptin	10.0%	100,000
				Metformin/Sitagliptin	10.0%	100,000
				Metformin/Sitagliptin	10.0%	100,000
				Metformin/Sitagliptin	10.0%	100,000
<b>Thiazolidinediones</b>	1,000,000	0.9%	1,000,000	Pioglitazone	90.0%	900,000
				Rosiglitazone	10.0%	100,000
<b>GLP-1 analogs</b>	1,000,000	0.9%	1,000,000	Liraglutide	50.0%	500,000
<b>Meglitinides</b>	1,000,000	0.9%	1,000,000	Nateglinone	50.0%	500,000
				Repaglinide	50.0%	500,000
<b>α-Glucosidase inhibitors</b>	1,000,000	0.9%	1,000,000	Acarbose	100.0%	1,000,000
<b>Amylin analogs</b>	1,000,000	0.9%	1,000,000	Pramlintide	100.0%	1,000,000
<b>Dopamine receptor agonist</b>	1,000,000	0.9%	1,000,000	Bromocriptine	100.0%	1,000,000
<b>AD/non-AD combination</b>	1,000,000	0.9%	1,000,000	Metformin/Sitagliptin	100.0%	1,000,000
<b>Insulins and insulin analogs</b>						
<b>Analog human long-acting</b>	11,000,000	9.1%	1,100,000	Insulin glargine	50.0%	550,000
<b>Analog human fast-acting</b>	10,000,000	8.7%	1,000,000	Insulin aspart	30.0%	330,000
				Insulin lispro	30.0%	330,000
				Insulin glulisine	40.0%	440,000
<b>Analog human insulin combinations</b>	1,000,000	0.9%	1,000,000	Insulin aspart/insulin protargin	50.0%	500,000
				Insulin lispro/insulin protargin	30.0%	300,000
				Insulin lispro/insulin protargin	20.0%	200,000
<b>Human insulin combinations</b>	1,000,000	0.9%	1,000,000	Insulin aspart/insulin protargin	50.0%	500,000
<b>Human insulin intermediate-acting</b>	1,000,000	0.9%	1,000,000	Insulin lispro/insulin protargin	50.0%	500,000
				Insulin lispro/insulin protargin	50.0%	500,000
<b>Human insulin fast-acting</b>	1,000,000	0.9%	1,000,000	Insulin lispro/insulin protargin	50.0%	500,000
				Insulin lispro/insulin protargin	50.0%	500,000
<b>Other insulins</b>	1,000,000	0.9%	1,000,000	Insulin protargin	100.0%	1,000,000
<b>Total</b>	114,880,000	100.0%	11,488,000			

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**Global map of diabetic patients (20 – 70 years old) and forecast for the period of 2007 – 2025**

**Expired and expiring biological drugs**

	Thước sinh học	1	2	3	4	5	6	7	8	9	10	11	12
Kháng thể đơn bào	Avastin™ (bevacizumab)												Tháng 7
	Herceptin™ (trastuzumab)												Tháng 8
	Humira™ (adalimumab)											Tháng 10	
	Lympo™ (rituximab)												Tháng 11
Kháng thể không đơn bào	Etaner™ (etanercept)												Tháng 2
	Remicade™ (infliximab)												Tháng 8
	Rituxan™ (rituximab)												Tháng 8
Kháng sinh kháng thể	Avastin™ (bevacizumab) off												Tháng 5
	Avastin™ (bevacizumab) beta 1a												Tháng 11
	Entaner™ (etanercept)												Tháng 11
	Lympo™ (rituximab) off												Tháng 8
	Humira™ (adalimumab)												Tháng 10
	Herceptin™ (trastuzumab)												Tháng 10
	Lympo™ (rituximab)												Tháng 11
	Lovenox™ (enoxaparin)												Expired



**Stats of drug spent per capita by province/city in Viet Nam in 2014**

No	63 cities and provinces in Viet Nam	Drug spent by value (VND)	Population	Ranking by total drug spent by value	Ranking by population	Ranking by drug spent per capita	Average drug spent per capita in ETC channel (VND)	Average drug spent per capita in ETC channel (USD)	Gap between drug spent per capita and population	Estimation for drug spent per capita (OTC + ETC) (VND)	Estimation for drug spent per capita (OTC + ETC) (USD)
43	Lam Dong	217.004.132.950	1.297.228	34	26	43	167.283	7,9	-17	302.276	14,2

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**Estimation of disease structure in Viet Nam by number of patients in 2030**

Change vs 2014	Disease group	Estimation of total patients in 2030	Proportion (in 2014)	Proportion (in 2030)	Change	% of population (2014)	% of population (2030)	Change
→ 0	Diabetes mellitus							
↑ 1	Malignant neoplasms							
↓ -1	Cardiovascular diseases							
→ 0	Infectious and parasitic diseases							
→ 0	Unintentional injuries							
→ 0	Mental and behavioral disorders							
→ 0	Respiratory diseases							
→ 0	Musculoskeletal diseases							
↑ 3	Respiratory infections							
↑ 1	Sense organ diseases							
↑ 2	Neurological conditions							
↓ -3	Neonatal conditions							
↓ -3	Digestive diseases							
↑ 1	Genitourinary diseases							
↓ -1	Congenital anomalies							
↑ 1	Intentional injuries							
↑ 2	Skin diseases							
→ 0	Endocrine, blood, immune disorders							
↓ -3	Nutritional deficiencies							
→ 0	Oral conditions							
→ 0	Maternal conditions							
→ 0	Other neoplasms							
<b>Total patients in 2030</b>								

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**Estimation for the death rate and new infected rate by diseases for the period of 2015 – 2030**

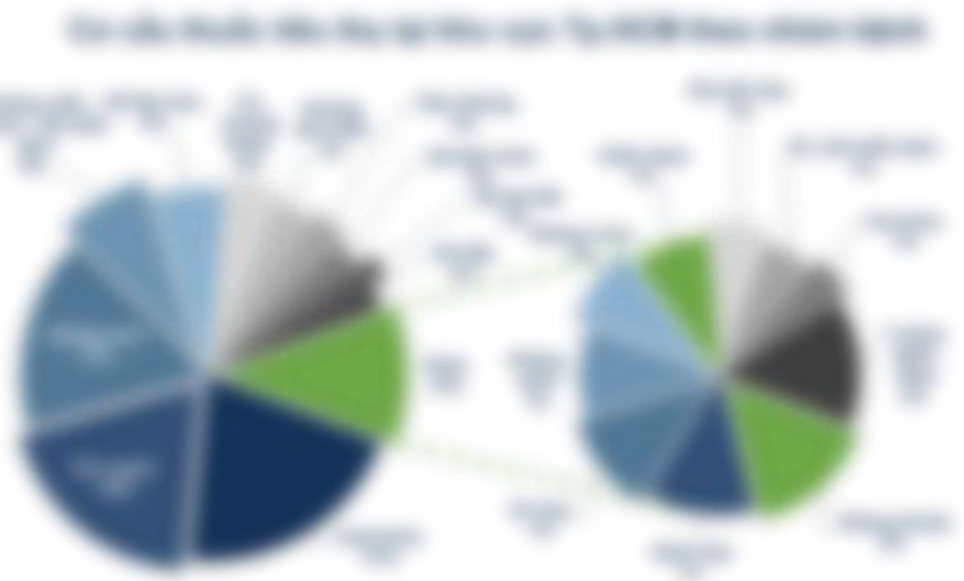
No.	Disease group	Annual death rate	Annual deaths in the period of 2015 - 2030	Proportion	New infected rate	Annual new infected in the period of 2015 - 2030
1	Cardiovascular diseases					
2	Malignant neoplasms					
3	Respiratory diseases					
4	Infectious and parasitic diseases					
5	Respiratory infections					
6	Unintentional injuries					
7	Diabetes mellitus					
8	Genitourinary diseases					
9	Digestive diseases					
10	Endocrine, blood, immune disorders					
11	Neonatal conditions					
12	Congenital anomalies					
13	Intentional injuries					
14	Mental and behavioral disorders					
15	Musculoskeletal diseases					
16	Skin diseases					
17	Neurological conditions					
18	Nutritional deficiencies					
19	Other neoplasms					
20	Maternal conditions					
21	Oral conditions					
22	Sense organ diseases					
<b>Total</b>						

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**Overview of drug spent per capita in ETC in HCMC in 2014**

Indicator	unit	VN	Main manufacturers	Value	%	Main local manufacturers	Value	%
Districts and communes								
Wards and townlets								
Villages								
Population								
% of total population								
Ethnic minorities rate								
Poverty rate								
Hospitals								
Polyclinics								
Towlet's clinics								
Maternity agencies								
Doctors								
Physicians								
Nurses								
Midwives								
Village's clinics								
<b>Top 13 tenders</b>								

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**Oncological drug spent in hospitals by main APIs and ranking of related local manufacturers**

Oncological drugs procured in Viet Nam	Value	Proportion	Oncological drugs used in Viet Nam	Value	Rank
<b>Oxaliplatin</b>	9.067.525.000	8%	<b>Sindan Pharma</b>	228.312.102.700	6
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**Stats of average treatment cost for oncological diseases in Viet Nam in 2014**

STT	Main APIs	Price			Total drug spent by value	unit: VND	unit: dose
		Highest	Lowest	Average			
1	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
2	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
3	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
4	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
5	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
6	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
7	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
8	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
9	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
10	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
11	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
12	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
13	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
14	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
15	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
16	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
17	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
18	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
19	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
20	Docetaxel	1.200.000	1.000.000	1.100.000	1.200.000.000	1.000	
<b>Total</b>		<b>Average price per dose</b>					
		<b>Average dose per year</b>					
		<b>Average treatment cost per year</b>					

**Stats and estimation of deaths and new infected patients by cardiovascular diseases in the period of 2014 - 2030**

No.	Cardiovascular diseases	New infected patients (2014)	Death rate	Average deaths each year	New infected rate	New infected patients each year	Total patients in 2030
1	Stroke						
2	Ischaemic heart disease						
3	<b>Other circulatory diseases</b>						
4	Hypertensive heart disease						
5	Rheumatic heart disease						
6	Cardiomyopathy, myocarditis, endocarditis						
<b>Total</b>							
<b>New infected rate by age</b>							
1	Stroke						
2	Ischaemic heart disease						
3	<b>Other circulatory diseases</b>						
4	Hypertensive heart disease						
5	Rheumatic heart disease						
6	Cardiomyopathy, myocarditis, endocarditis						
<b>Death rate by age</b>							
1	Stroke						
2	Ischaemic heart disease						
3	<b>Other circulatory diseases</b>						
4	Hypertensive heart disease						
5	Rheumatic heart disease						
6	Cardiomyopathy, myocarditis, endocarditis						

**Major cardiovascular manufacturers in Viet Nam and their market share in 2014**

No.	Local cardiovascular manufacturers	Value (VND)	Rank	Cardiovascular manufacturers	Value (VND)	Proportion
15	Phuong Dong Pharmaceutical JSC	26.811.540.776	48	BIO PRODUCTS LABORATORY	98.406.710.000	

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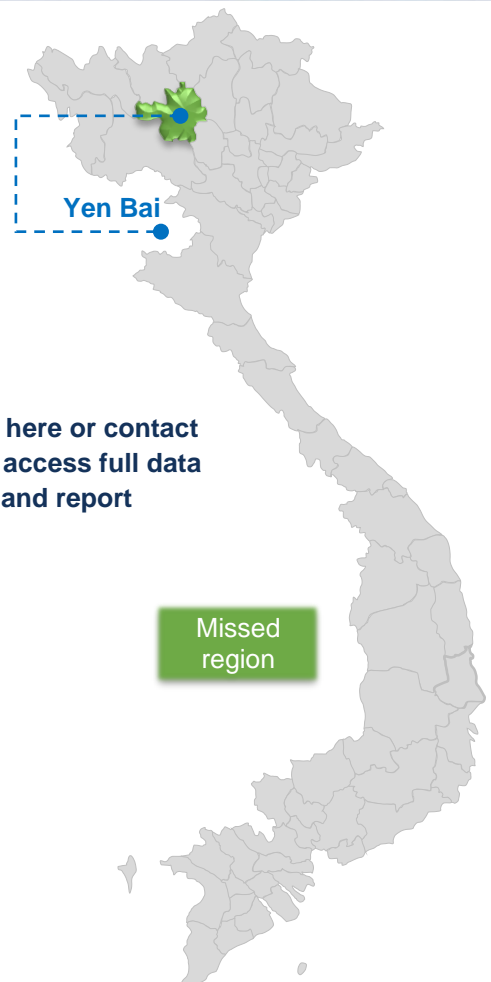
**Winning bid drugs of Bidiphar in hospitals in 2014**

unit: VND

Marker share	Disease group	Value	%	Main APIs	Value	%
1,5%						
2,4%						
2,7%						
2,9%						
2,1%						
5,51%						
4,45%						
3,16%						
2,65%						
0,39%						
2,85%						
0,94%						
0,43%						
6,59%						
1,26%						
0,39%						
0,09%						
0,18%						
0,15%						

62 cities/provinces	Value	Proportion
H		%
E		%
H		%
E		%
C		%
P		%
K		%
C		%
N		%
T		%
5		%
T		%

60 Tenders/Distributors	Value	Proportion
F		%
V		%
N		%
C		%
L		%
F		%
F		%
E		%
(		%
T		%
S		%



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**Biggest bidders/distributors by diseases in Viet Nam in 2014**

No.	Disease group	Number of bidders	Biggest bidder	Bidding result by value (VND)	Market share
1	Digestive system	112	...	...	...
2	Antibiotics	100	...	...	...
3	Cardiovascular	87	...	...	...
4	Mineral - Vitamin - Autoimmune	86	...	...	...
5	Anti-Rheumatics	78	...	...	...
6	Psychotropic	67	...	...	...
7	Antibacteria	61	...	...	...
8	Respiratory system	58	...	...	...
9	Pain killer	55	...	...	...
10	Nervous system	55	...	...	...
11	Antiulcerants	54	...	...	...
12	Anti-Diabetics	53	...	...	...
13	Excretory system	52	...	...	...
14	Allergy	50	...	...	...
15	Endocrine system	47	...	...	...
16	Oncologics	46	...	...	...
17	Dermatology	44	...	...	...
18	Ophthalmology	43	...	...	...
19	Reproductive system	41	...	...	...
20	Antivirals	40	...	...	...
21	Medicinal herbs	39	...	...	...
22	Otorhinolaryngology	37	...	...	...
23	Diagnostic	36	...	...	...
24	Antitoxin	35	...	...	...
25	Gynecology	33	...	...	...
26	Vaccines	32	...	...	...
27	Immunosuppressants	31	...	...	...

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*Source: MoH, SIA, FPT S*



**List of 176 local manufacturers bidded in hospitals in 2014 and their market share**

No.	Local manufacturers bidded in hospitals	Bidding result by value (VND)	Market share
1	Pharmaco JSC	76.487.488.715	0,07%
2	Daewoo Pharmaceutical Co., Ltd	75.428.812.248	0,06%
3	Shinpo Drug Co., Pharmaceutical and Medical Equipment Co., Ltd	69.211.276.478	0,07%
4	Pharmaco JSC	68.888.787.478	0,06%
5	Daewoo Medical Instrument Co., Ltd	47.888.888.888	0,04%
6	Phung Dong Pharmaceutical JSC	46.272.228.888	0,04%
7	Daewoo Co., Ltd	42.178.887.788	0,04%
8	Pharmaco JSC	37.488.888.788	0,03%
9	VIP Pharmaceutical JSC	36.888.811.222	0,03%
10	Pharmaco JSC	35.878.778.788	0,03%
11	Pharmaco JSC	35.278.488.888	0,03%
12	Mediphar - Vietnam Pharmaceutical JSC	34.871.782.778	0,03%
13	Pharmaco JSC	33.487.471.778	0,03%
14	Pharmaco JSC	33.228.887.778	0,03%
15	Pharmaco JSC	32.227.248.228	0,03%
16	Daewoo Pharmaceutical JSC	32.487.248.888	0,03%
17	Pharmaco JSC	31.778.248.888	0,03%
18	Pharmaco JSC	31.228.228.888	0,03%
19	Pharmaco JSC	31.487.887.778	0,03%
20	Pharmaco JSC	30.228.888.227	0,03%
21	VIP Medical Pharmaceutical JSC	29.778.887.488	0,03%
22	Pharmaco JSC	29.888.228.888	0,03%
23	Otsuka OPV Co., Ltd	195.113.191.929	1,17%
24	Pharmaco JSC	88.888.778.228	0,05%
25	Mediphar - Vietnam Pharmaceutical JSC	88.278.888.888	0,05%
26	Pharmaco JSC	88.228.887.778	0,05%
27	Pharmaco JSC	88.227.778.888	0,05%
28	Pharmaco JSC	87.888.888.888	0,05%
29	Pharmaco JSC	87.778.778.228	0,05%
30	Pharmaco JSC	87.488.228.888	0,05%
31	Pharmaco JSC	87.128.488.228	0,05%
32	Pharmaco JSC	86.228.228.778	0,05%
33	Pharmaco JSC	86.888.228.888	0,05%
34	Pharmaco JSC	86.888.228.888	0,05%
35	Pharmaco JSC	86.478.478.778	0,05%
36	Pharmaco JSC	86.227.248.778	0,05%
37	Pharmaco JSC	86.228.888.888	0,05%
38	Pharmaco JSC	86.228.888.888	0,05%
39	Pharmaco JSC	86.228.888.888	0,05%
40	Pharmaco JSC	86.228.888.888	0,05%
41	Pharmaco JSC	86.228.888.888	0,05%
42	Pharmaco JSC	86.228.888.888	0,05%
43	Pharmaco JSC	86.228.888.888	0,05%
44	Pharmaco JSC	86.228.888.888	0,05%
45	Pharmaco JSC	86.228.888.888	0,05%
46	Pharmaco JSC	86.228.888.888	0,05%
47	Pharmaco JSC	86.228.888.888	0,05%
48	Pharmaco JSC	86.228.888.888	0,05%
49	Pharmaco JSC	86.228.888.888	0,05%
50	Pharmaco JSC	86.228.888.888	0,05%
51	Pharmaco JSC	86.228.888.888	0,05%
52	Pharmaco JSC	86.228.888.888	0,05%
53	Pharmaco JSC	86.228.888.888	0,05%
54	Pharmaco JSC	86.228.888.888	0,05%
55	Pharmaco JSC	86.228.888.888	0,05%
56	Pharmaco JSC	86.228.888.888	0,05%
57	Pharmaco JSC	86.228.888.888	0,05%
58	Pharmaco JSC	86.228.888.888	0,05%
59	Pharmaco JSC	86.228.888.888	0,05%
60	Pharmaco JSC	86.228.888.888	0,05%

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**List of 744 bidders/bidding alliances/distributorss in hospitals in 2014 and their market share**

No	744 bidders/distributors bided in hospitals	Bidding result by value	Market share
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
20			
21			
22			
23			
24			
25			
26			
27	Van Xuan Pharma Trading Co., Ltd	206.687.880.890	0,11%
28			
29			
30			
31			
32			
33			
34			
35			
36			
37			
38			
39			
40			
41			
42			
43			
44			
45			
46			
47			
48			
49			
50			

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