

# 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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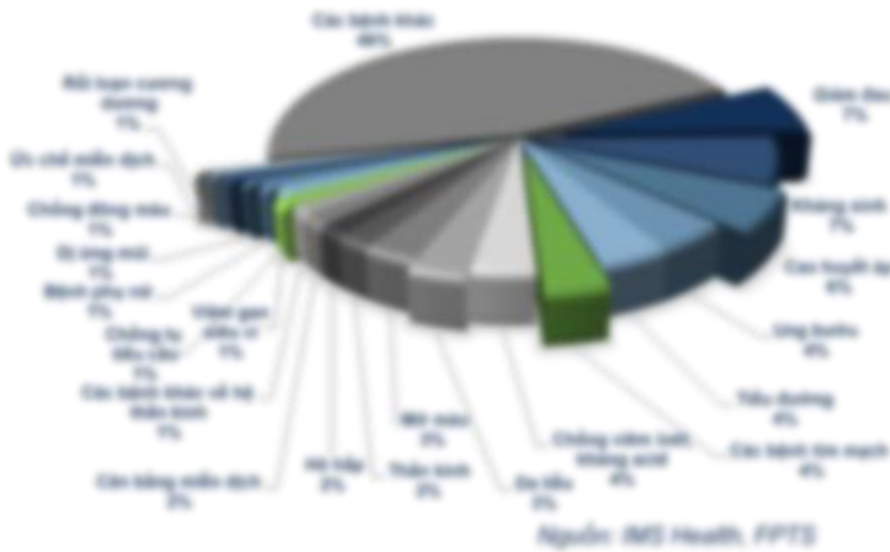
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**THE WORLD**
**VIET NAM**
**VALUE CHAIN**

**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%	13.0%	3.2%
Anti-rheumatics	88.1	97.1	10.2%	8.7%	11.7%	3.0%
Anti-virals	80.0	87.8	10.2%	8.0%	10.9%	2.9%
Vaccines	67.1	73.3	10.2%	6.6%	9.1%	2.5%
Bronchodilators	60.8	67.1	10.2%	6.0%	8.3%	2.3%
Sensory Organs	55.1	60.1	10.2%	5.4%	7.5%	2.1%
Anti-hypertensives	40.8	44.4	10.2%	4.0%	5.4%	1.4%
MS therapies	37.2	40.3	10.2%	3.7%	4.9%	1.2%
Immunosuppressants	32.8	35.8	10.2%	3.2%	4.3%	1.1%
Anti-coagulants	15.2	16.5	10.2%	1.5%	1.9%	0.4%
Dermatologicals	18.0	19.5	10.2%	1.8%	2.3%	0.5%
Anti-hyperlipidaemics	25.0	27.0	10.2%	2.5%	3.2%	0.7%
Anti-fibrinolytics	18.0	19.5	10.2%	1.8%	2.3%	0.5%
Anti-bacterials	18.8	20.3	10.2%	1.9%	2.4%	0.5%
Others	210.1	227.8	10.2%	20.9%	27.9%	7.0%
<b>Total</b>	<b>1,000.1</b>	<b>1,000.1</b>	<b>0.0%</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>	11,488,102	10.0%	1,148,810	Metformin	100.0%	1,148,810
<b>Sulfonylureas</b>	10,100,000	8.7%	1,010,000	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>	1,100,000	0.9%	110,000	Sitagliptin	70.0%	77,000
				Linagliptin	15.0%	16,500
				Vildagliptin	15.0%	16,500
<b>AD/AD combination</b>	1,100,000	0.9%	110,000	Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
				Metformin/Sitagliptin	50.0%	55,000
<b>Thiazolidinediones</b>	1,100,000	0.9%	110,000	Glimepiride	100.0%	110,000
				Glimepiride	100.0%	110,000
<b>GLP-1 analogs</b>	1,100,000	0.9%	110,000	Liraglutide	100.0%	110,000
<b>Meglitinides</b>	1,100,000	0.9%	110,000	Repaglinide	100.0%	110,000
				Repaglinide	100.0%	110,000
<b>a-Glucosidase inhibitors</b>	1,100,000	0.9%	110,000	Acarbose	100.0%	110,000
<b>Amylin analogs</b>	1,100,000	0.9%	110,000	Pramlintide	100.0%	110,000
<b>Dopamine receptor agonist</b>	1,100,000	0.9%	110,000	Bromocriptine	100.0%	110,000
<b>AD/non-AD combination</b>	1,100,000	0.9%	110,000	Metformin/Sitagliptin	100.0%	110,000
<b>Insulins and insulin analogs</b>						
<b>Analog human long-acting</b>	11,000,000	95.5%	1,100,000	Insulin glargine	50.0%	550,000
				Insulin glargine	50.0%	550,000
<b>Analog human fast-acting</b>	1,000,000	8.7%	100,000	Insulin aspart	50.0%	50,000
				Insulin aspart	50.0%	50,000
				Insulin aspart	50.0%	50,000
				Insulin aspart	50.0%	50,000
<b>Analog human insulin combinations</b>	1,000,000	8.7%	100,000	Insulin aspart/insulin protargin	50.0%	50,000
				Insulin aspart/insulin protargin	50.0%	50,000
				Insulin aspart/insulin protargin	50.0%	50,000
<b>Human insulin combinations</b>	1,000,000	8.7%	100,000	Insulin aspart/insulin protargin	100.0%	100,000
<b>Human insulin intermediate-acting</b>	1,000,000	8.7%	100,000	Insulin aspart/insulin protargin	50.0%	50,000
				Insulin aspart/insulin protargin	50.0%	50,000
<b>Human insulin fast-acting</b>	1,000,000	8.7%	100,000	Insulin aspart/insulin protargin	50.0%	50,000
				Insulin aspart/insulin protargin	50.0%	50,000
<b>Other insulins</b>	100,000	0.9%	10,000	Insulin aspart/insulin protargin	100.0%	10,000
				Insulin aspart/insulin protargin	100.0%	10,000
<b>Total</b>	114,881,020	100.0%	11,488,102			

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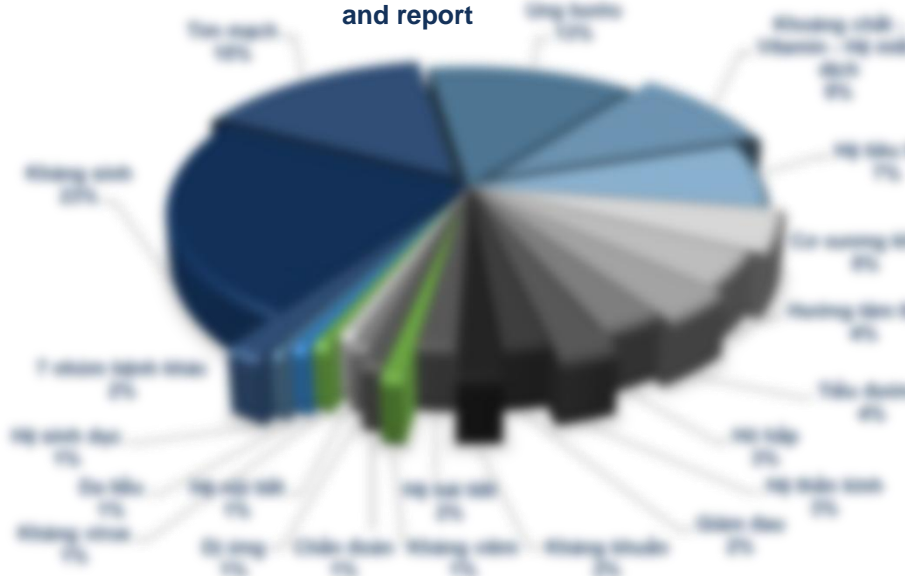
**Global map of diabetic patients (20 – 70 years old) and forecast for the period of 2007 – 2025**

**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
	Enger™ (etanercept) off												Tháng 8
	Humira™ (adalimumab)												Tháng 10
	Humira™ (adalimumab)												Tháng 10
	Lantus™ (insulin glargine)												Tháng 10
	Lovenox™ (enoxaparin)	Expired											

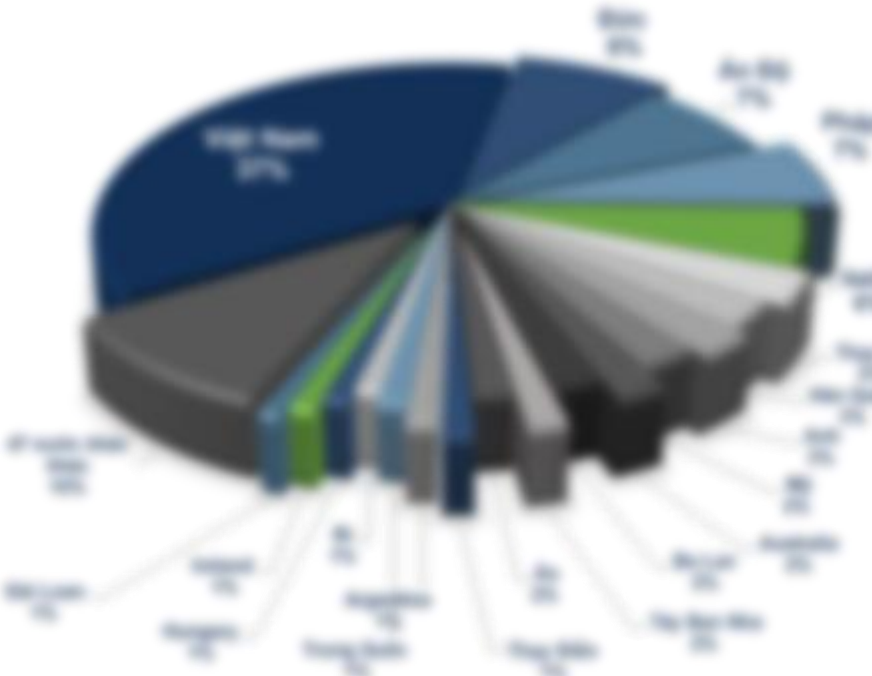
**Stats of drug spent in state-owned hospitals (ETC channel) by diseases in 2014**

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Nguồn: Bộ Y tế, Báo cáo PPTD công khai

STT	Tên bệnh	Chi phí (VNĐ)
1	Thiếu máu	1.200.000.000.000
2	Đau đầu	1.100.000.000.000
3	Đau bụng	1.000.000.000.000
4	Đau lưng	900.000.000.000
5	Đau mắt	800.000.000.000
6	Đau tai	700.000.000.000
7	Đau cổ	600.000.000.000
8	Đau chân	500.000.000.000
9	Đau tay	400.000.000.000
10	Đau khớp	300.000.000.000
11	Đau răng	200.000.000.000
12	Đau họng	100.000.000.000
13	Đau cổ họng	100.000.000.000
14	Đau tai mũi họng	100.000.000.000
15	Đau mắt đỏ	100.000.000.000
16	Đau mắt xanh	100.000.000.000
17	Đau mắt vàng	100.000.000.000
18	Đau mắt trắng	100.000.000.000
19	Đau mắt đỏ mắt	100.000.000.000
20	Đau mắt xanh mắt	100.000.000.000
21	Đau mắt vàng mắt	100.000.000.000
22	Đau mắt trắng mắt	100.000.000.000
23	Đau mắt đỏ mắt mắt	100.000.000.000
24	Đau mắt xanh mắt mắt	100.000.000.000
25	Đau mắt vàng mắt mắt	100.000.000.000
26	Đau mắt trắng mắt mắt	100.000.000.000
27	Đau mắt đỏ mắt mắt mắt	100.000.000.000
28	Đau mắt xanh mắt mắt mắt	100.000.000.000
29	Đau mắt vàng mắt mắt mắt	100.000.000.000
30	Đau mắt trắng mắt mắt mắt	100.000.000.000

**Stats of drug spent in state-owned hospitals (ETC channel) by origin in 2014**


Nguồn: Bộ Y tế, Báo cáo PPTD công khai

STT	Tên nguồn	Chi phí (VNĐ)
1	Việt Nam	1.200.000.000.000
2	Thái Lan	1.100.000.000.000
3	Trung Quốc	1.000.000.000.000
4	Đài Loan	900.000.000.000
5	Đông Nam Á	800.000.000.000
6	Đông Bắc Á	700.000.000.000
7	Đông Âu	600.000.000.000
8	Đông Bắc Âu	500.000.000.000
9	Đông Bắc Mỹ	400.000.000.000
10	Đông Bắc Á	300.000.000.000
11	Đông Bắc Âu	200.000.000.000
12	Đông Bắc Mỹ	100.000.000.000
13	Đông Bắc Á	100.000.000.000
14	Đông Bắc Âu	100.000.000.000
15	Đông Bắc Mỹ	100.000.000.000
16	Đông Bắc Á	100.000.000.000
17	Đông Bắc Âu	100.000.000.000
18	Đông Bắc Mỹ	100.000.000.000
19	Đông Bắc Á	100.000.000.000
20	Đông Bắc Âu	100.000.000.000
21	Đông Bắc Mỹ	100.000.000.000
22	Đông Bắc Á	100.000.000.000
23	Đông Bắc Âu	100.000.000.000
24	Đông Bắc Mỹ	100.000.000.000
25	Đông Bắc Á	100.000.000.000
26	Đông Bắc Âu	100.000.000.000
27	Đông Bắc Mỹ	100.000.000.000
28	Đông Bắc Á	100.000.000.000
29	Đông Bắc Âu	100.000.000.000
30	Đông Bắc Mỹ	100.000.000.000

**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>						

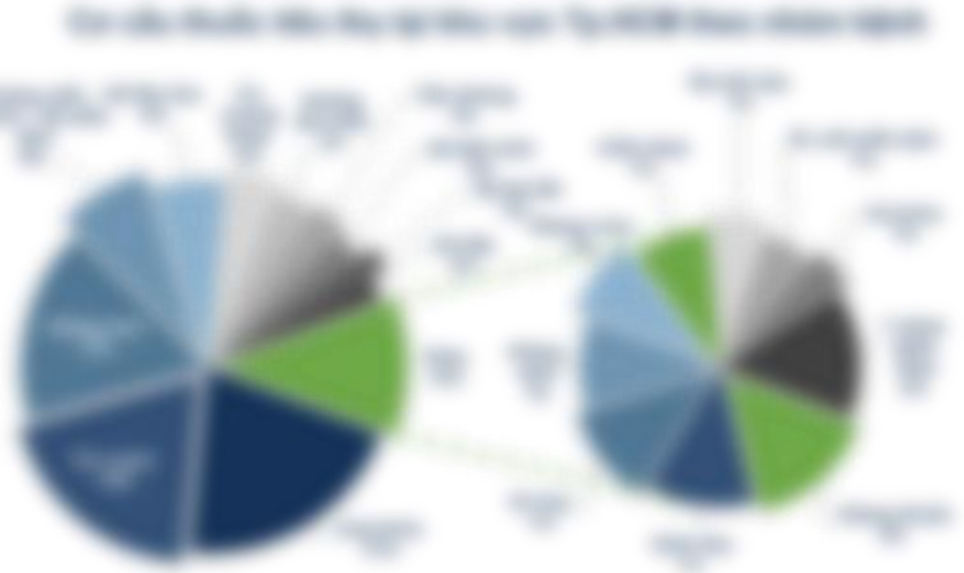
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**Overview of drug spent per capita in ETC in HCMC in 2014**

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	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
2	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
3	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
4	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
5	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
6	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
7	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
8	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
9	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
10	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
11	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
12	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
13	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
14	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
15	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
16	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
17	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
18	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
19	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	1.000	
20	Docetaxel	1.500.000	1.000.000	1.200.000	1.500.000.000	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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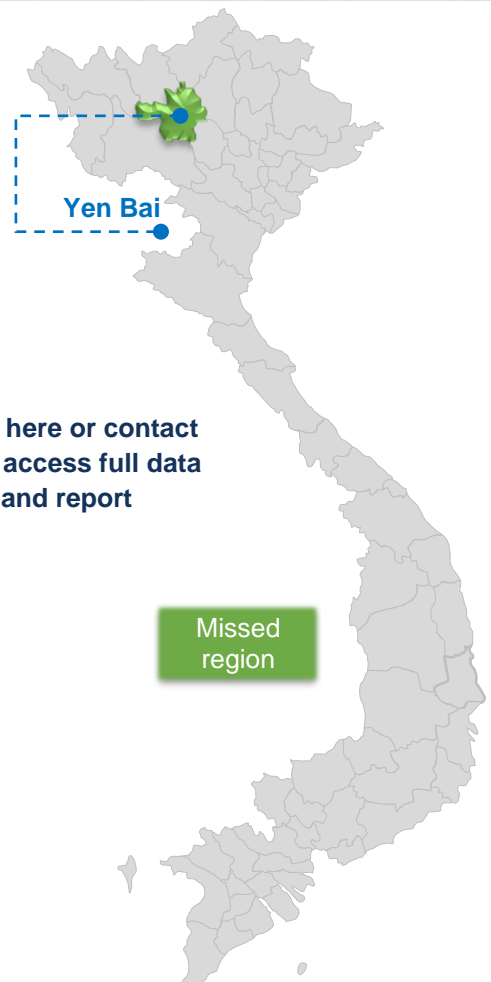
**Winning bid drugs of Bidiphar in hospitals in 2014**

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	Pharmaceuticals JSC	100,000,000,000	10%
2	Antibiotics	100	Pharmaceuticals JSC	1,000,000,000,000	10%
3	Cardiovascular	80	Pharmaceuticals JSC	1,000,000,000,000	10%
4	Mineral - Vitamin - Autoimmune	100	Pharmaceuticals JSC	100,000,000,000	10%
5	Anti-Rheumatics	100	Pharmaceuticals JSC	100,000,000,000	10%
6	Psychotropic	100	Pharmaceuticals JSC	100,000,000,000	10%
7	Antibacteria	100	Pharmaceuticals JSC	100,000,000,000	10%
8	Respiratory system	100	Pharmaceuticals JSC	100,000,000,000	10%
9	Pain killer	100	Pharmaceuticals JSC	100,000,000,000	10%
10	Nervous system	100	Pharmaceuticals JSC	100,000,000,000	10%
11	Antiulcerants	100	Pharmaceuticals JSC	100,000,000,000	10%
12	Anti-Diabetics	100	Pharmaceuticals JSC	100,000,000,000	10%
13	Excretory system	100	Pharmaceuticals JSC	100,000,000,000	10%
14	Allergy	100	Pharmaceuticals JSC	100,000,000,000	10%
15	Endocrine system	100	Pharmaceuticals JSC	100,000,000,000	10%
16	Oncologics	100	Pharmaceuticals JSC	100,000,000,000	10%
17	Dermatology	100	Pharmaceuticals JSC	100,000,000,000	10%
18	Ophthalmology	100	Pharmaceuticals JSC	100,000,000,000	10%
19	Reproductive system	100	Pharmaceuticals JSC	100,000,000,000	10%
20	Antivirals	100	Pharmaceuticals JSC	100,000,000,000	10%
21	Medicinal herbs	100	Pharmaceuticals JSC	100,000,000,000	10%
22	Otorhinolaryngology	100	Pharmaceuticals JSC	100,000,000,000	10%
23	Diagnostic	100	Pharmaceuticals JSC	100,000,000,000	10%
24	Antitoxin	100	Pharmaceuticals JSC	100,000,000,000	10%
25	Gynecology	100	Pharmaceuticals JSC	100,000,000,000	10%
26	Vaccines	100	Pharmaceuticals JSC	100,000,000,000	10%
27	Immunosuppressants	100	Pharmaceuticals JSC	100,000,000,000	10%

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*Source: MoH, SIA, FPT S*

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

unit: VND

Market share	Disease group	Value	%	Main APIs	Value	%
5,34%	Excretory system	35.376.923.050	0,6%	Rosuvastatin	53.926.406.750	1,1%
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TOTAL		5.946.676.706.772	100%	TOTAL		

45 cities/provinces	Value	Proportion
Hanoi	2.985.111.106.882	50,0%
Ho Chi Minh City	1.855.985.887.876	31,2%
Can Tho City	155.998.188.983	2,6%
Hai Phong City	132.228.981.178	2,2%
Bien Dong	125.178.917.980	2,1%
Fresh Dong	120.922.222.278	2,0%
Da Nang	87.922.428.276	1,5%
Nghe An	86.222.222.478	1,5%
The Binh	75.922.111.122	1,3%
Bien Tin	68.922.222.487	1,2%
22 other cities/provinces	772.676.288.178	13,0%
TOTAL	5.946.676.706.772	100%

Distribute for 127 manufacturers	Value	Proportion
Zinc Oxide	222.111.111.111	3,7%
Bismuth	111.111.111.111	1,9%
Pharm & Co., Ltd	111.111.111.111	1,9%
Bien Dong Pharm Co.	111.111.111.111	1,9%
Novel	111.111.111.111	1,9%
Phar	111.111.111.111	1,9%
Novel	111.111.111.111	1,9%
Phar	111.111.111.111	1,9%
Novel Pharm	111.111.111.111	1,9%
Novel Pharm & Co.	111.111.111.111	1,9%
217 other manufacturers	222.111.111.111	3,7%
TOTAL	5.946.676.706.772	100%

**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	75.487.488.715	0,07%
2	Central Pharmaceutical No 1 JSC	75.487.488.715	0,07%
3	Shinpo Drug Co., Pharmaceutical and Medical Equipment JSC	69.271.276.478	0,71%
4	Pharmaco JSC	69.271.276.478	0,07%
5	Central Medical Import Export JSC	47.999.991.431	0,47%
6	Phung Ding Pharmaceutical JSC	46.272.268.981	0,07%
7	Sanpham Co., Ltd	42.176.871.761	0,07%
8	Ngoc Pharmaceutical JSC	37.488.388.766	0,07%
9	VIP Pharmaceutical JSC	36.999.911.331	0,37%
10	Tapscott JSC	35.876.376.766	0,36%
11	Win Top Pharmaceutical JSC	35.274.488.981	0,35%
12	Medipharm - Vietnam Pharmaceutical JSC	35.071.762.715	0,07%
13	Phu Hoa Pharma Co., Ltd	27.487.471.716	0,07%
14	Ngoc - Sanpham Co., Ltd	27.333.987.716	0,07%
15	Indiphar JSC	26.271.268.331	0,07%
16	Central Pharmaceutical JSC	26.487.488.981	0,07%
17	Ngoc Green JSC	25.716.366.981	0,07%
18	Phu Hoa Pharma JSC	25.271.271.986	0,07%
19	Ha Long Pharmaceutical Medical Services JSC	21.487.471.716	0,07%
20	Sanpham Pharmaceutical JSC	20.333.987.271	0,07%
21	VTC Pharma Pharmaceutical JSC	19.776.471.486	0,07%
22	Medipha Chemical Pharmaceutical JSC	19.999.991.431	0,07%
23	Otsuka OPV Co., Ltd	195.113.191.929	1,91%
24	Phu Hoa Pharma Co., Ltd	91.366.716.331	0,09%
25	Medipharm Vietnam Pharmaceutical JSC	88.276.987.986	0,09%
26	Ngoc Pharmaceutical Co., Ltd	86.999.987.716	0,09%
27	Vi Pham Pharmaceutical JSC	85.971.716.986	0,09%
28	Pharmaco JSC	77.488.488.478	0,07%
29	Vi Pham JSC	75.716.716.331	0,75%
30	Medipharm Pharmaceutical JSC	72.488.388.986	0,07%
31	OPV JSC	71.126.488.366	0,07%
32	Tham Hoa Medical Services Pharmaceutical JSC	68.333.911.716	0,07%
33	OPV Pharmaceutical JSC	66.999.991.431	0,07%
34	Sanpham JSC	66.999.991.431	0,07%
35	F 1 Pharma JSC	66.471.471.717	0,07%
36	Pharmaco	65.971.366.716	0,07%
37	Sanpham Pharmaceutical JSC	61.126.987.981	0,07%
38	Shinpo Vietnam Pharmaceutical Co., Ltd	58.716.471.986	0,06%
39	Central Pharmaceutical JSC	58.488.488.716	0,06%
40	Indiphar Vietnam Pharmaceutical JSC	58.716.471.986	0,06%
41	Medical Services & Pharmaceutical Co., Ltd Hanoi	55.776.987.486	0,06%
42	Medipharm Pharmaceutical JSC	54.971.987.981	0,06%
43	Phu Hung Chemical Pharmaceutical Co., Ltd	51.333.333.333	0,05%

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**List of 744 bidders/bidding alliances/distributors 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			
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13			
14			
15			
16			
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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			
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37			
38			
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40			
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## SPECIAL INFORMATION CAN BE FOUND IN THE FULL REPORT

**TENDERING RESULT  
IN HOSPITALS IN 63  
CITIES & PROVINCES  
OF VIET NAM** in 2014  
by diseases, APIs,  
price, volume,  
manufacturers,  
distributors...

Opportunities of  
**Access and  
Request**  
specific information  
for each companies

Detail data &  
information of **176  
local manufacturers**  
that can be found in  
their financial  
statements

## Full Report

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Detail forecast for  
**the disease burden**  
in Viet Nam.  
Objective comments  
about companies

Detail data &  
information of **524  
local professional  
distributors**  
in Viet Nam

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production system,  
main competitors...

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