



**BEPHARCO**

# **BEPHARCO GROUP PROFILE**

# COMPANY OVERVIEW

ABBREVIATED NAME

**BEPHARCO**

STOCK TICKER

**DBT**

## HEAD OFFICE

6A3 National Road 60,  
Phu Tan Ward, Ben Tre City,  
Ben Tre Province

## EXECUTIVE OFFICE

11 Nguyen Trong Quyen Str.,  
Tan Thoi Hoa Ward, Tan Phu Dist.,  
Ho Chi Minh City



(+84) 028 3622 0205



bepharco.vietnam@bepharco.com



www.bepharco.com

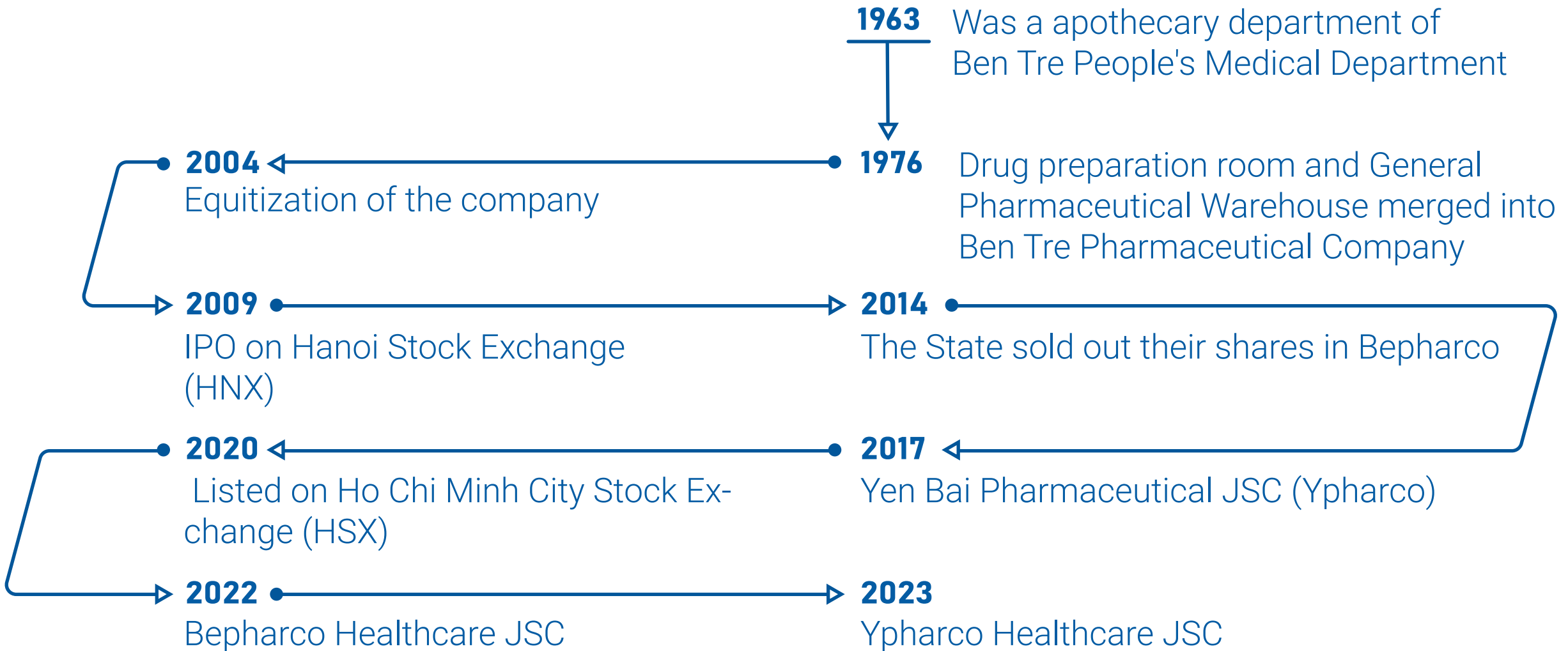
# COMPANY OVERVIEW

Established in 1963, Bepharco is now in the top 10 leading pharmaceutical distribution companies in Vietnam and is a long-term strategic partner of many major pharmaceutical companies on over the world such as *Gedeon Richter, Egis, Meditop, Delorbis, Medexport Italia, Pro.med.cs, PK Benelux, Pharmalink, Sanavita, Daewon, Yuhan, AFT, Raptakos....*

Over its **60-year** history, up to now, Bepharco has become one of the major contributors to Vietnam's pharmaceutical industry, helping to realize the goal of bringing back good products from major pharmaceutical companies in the world since the early years of Vietnam's integration, As well as bringing products produced by advantageous factories to the domestic market and initially exported to neighboring countries.



# HISTORY



# VISION- MISSION



## VISION

Become the top 5 leading pharmaceutical distributors in Vietnam with a variety of medicinal products, health supplements, and high-quality medical equipment and gradually reaching out to the international market

## MISSION

Always strives to constantly bring valuable products to the health of the community with love and responsibility

# COMPANY SIZE

**3**

Member Companies

**63/63**

Provinces distributed nationwide

**9**

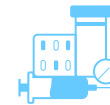
Branches

**4****Sales channels**

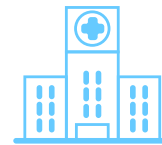
- ▶ OTC
- ▶ ETC - Tender
- ▶ ETC - Private
- ▶ E - Commerce

**5**

Factories and production projects

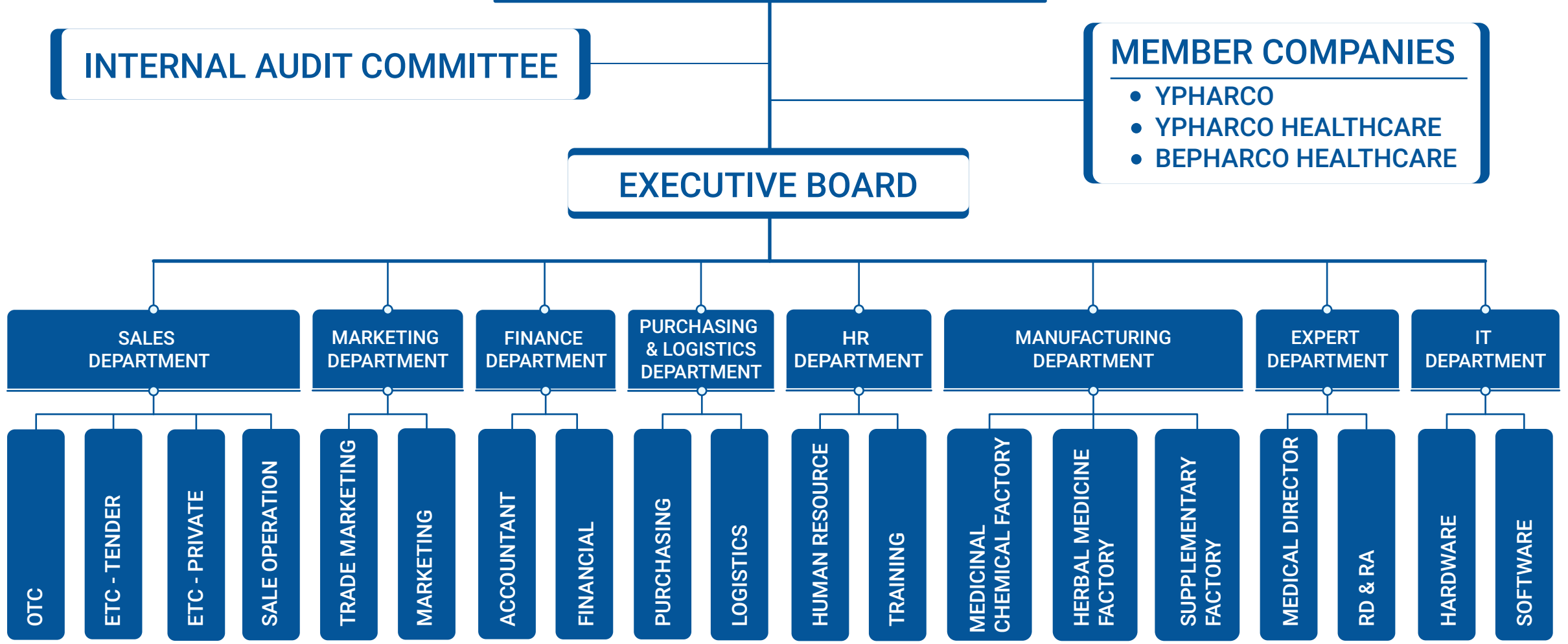
**250**Products: medicines,  
health supplements,  
medical devices**13**

GSP, GDP warehouses

**35,000**Customers are hospitals, clinics and  
pharmacies nationwide

# MANAGEMENT ORGANIZATION

## THE BOARD OF DIRECTORS



# EXECUTIVE BOARD



Mr.

**PHAM THU TRIEU**

**CHIEF EXECUTIVE OFFICER (CEO)**



Mr.

**NGUYEN KHAC HANH**

**CHIEF OPERATING OFFICER (COO)**



Mr.

**HOANG XUAN AN**

**CHIEF STRATEGY OFFICER (CSO)**



Mr.

**NGUYEN THE QUOC UY**

**CHIEF FINANCIAL OFFICER (CFO)**



# RESOURCES



BEPHARCO

**578**



YPHARCO

**97**



YPHARCO  
HEALTHCARE

**55**



## Back office

Production

**80**

RA

**10**



## Middle office

Marketing

**20**

Training

**05**



## Front office

Sale

**443**

Business Support

**172**

# FINANCIAL PARTNERS & MANAGEMENT SYSTEM

## Listed on Ho Chi Minh City Stock Exchange



**HOSE**

STOCK CODE  
DBT

## Audit Partners



EY VIET NAM

## Financial Partners



## Management system



ENTERPRISE RESOURCES PLANNING



HUMAN RESOURCES MANAGEMENT



DISTRIBUTION MANAGEMENT SYSTEM

# MEMBER COMPANIES & FACTORIES

- ▶ **Ypharco**
- ▶ **Herbal Medicine Factory**
- ▶ **Au Lau Industrial Park Project**

Yen Bai



HA NOI

- ▶ **Ypharco Healthcare JSC**
- ▶ **Herbal Medicine & Supplements Factory**

Hung Yen

- ▶ **Bepharco**
- ▶ **Medicinal Chemistry Factory**

Ben Tre

HCM CITY

- ▶ **Bepharco Healthcare JSC**
- ▶ **Medicinal Chemistry Factory Project**

Ba Ria - Vung Tau

# DISTRIBUTION SYSTEM

**Ha Noi Branch**  
 Distributed in 10 provinces  
 Sales force:  
 OTC: 59; ETC - Tender: 13; ETC - Private: 24

**Da Nang Branch**  
 Distributed in 8 provinces  
 Sales force:  
 OTC: 33; ETC - Tender: 9; ETC - Private: 11

**Tay Nguyen Branch**  
 Distributed in 5 provinces  
 Sales force:  
 OTC: 16; ETC - Tender: 4; ETC - Private: 4

**HCM City Branch**  
 Distributed in 6 provinces  
 Sales force:  
 OTC: 40; ETC - Tender: 13; ETC - Private: 23

**Can Tho Branch**  
 Distributed in 8 provinces  
 Sales force:  
 OTC: 29; ETC - Tender: 8; ETC - Private: 10

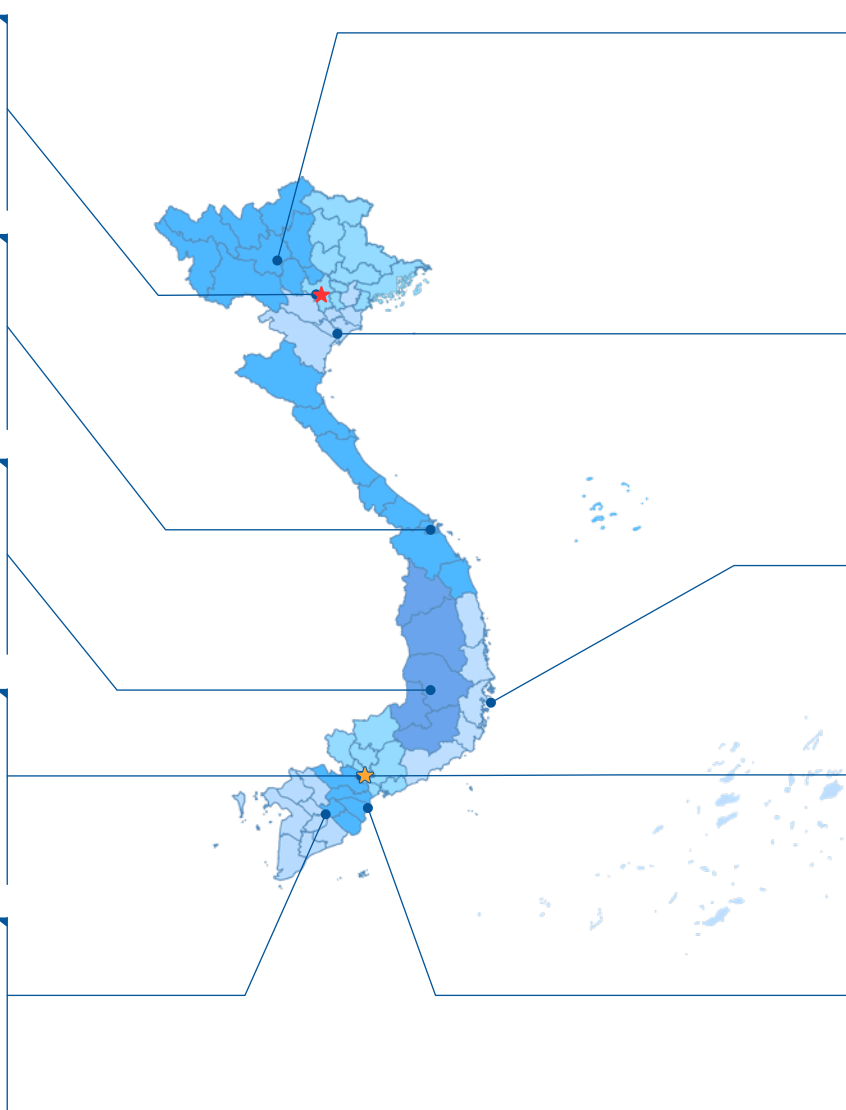
**Yen Bai Branch**  
 Distributed in 9 provinces  
 Sales force:  
 OTC: 26; ETC - Tender: 5; ETC - Private: 7

**Ninh Binh Branch**  
 Distributed in 7 provinces  
 Sales force:  
 OTC: 31; ETC - Tender: 7; ETC - Private: 8

**Khanh Hoa Branch**  
 Distributed in 5 provinces  
 Sales force:  
 OTC: 18; ETC - Tender: 5; ETC - Private: 5

**Ho Chi Minh City Executive Office**

**Ben Tre Branch**  
 Distributed in 5 provinces  
 Sales force:  
 OTC: 25; ETC - Tender: 5; ETC - Private: 5

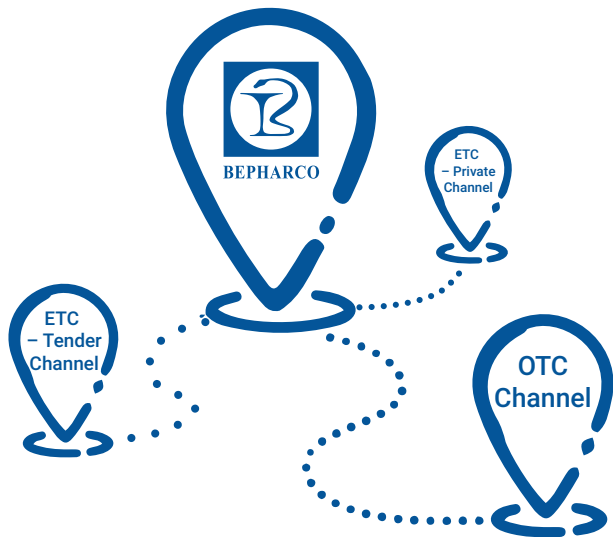


(Unit: people)

# DISTRIBUTION SYSTEM

> **35,000**

**Nationwide customers**




## DISTRIBUTION CHANNELS

OTC Channel	ETC – Tender Channel	ETC – Private Channel	E – Commerce Channel
including pharmacy counters, retail stores, pharmacy chains, distribution companies,...	including hospitals, clinics, and medical centers,...	including private hospitals, doctor's offices,...	including e-commerce platforms & websites  (on progress)

# WAREHOUSE SYSTEM

**TOTAL 13 WAREHOUSES**  
**S 14,21.76 m<sup>2</sup> / V 67,076.60 m<sup>3</sup>**

**3 types of standard storage**



**Cold warehouse 2 - 8 °C**  
 S 1,527.90 m<sup>2</sup>  
 V 4,032.01 m<sup>3</sup>

**Regular warehouse 15 - 25 °C**  
 S 1,207.75m<sup>2</sup>  
 V 4,394.81 m<sup>3</sup>

**Regular warehouse 15 - 30 °C**  
 S 11,386.11 m<sup>2</sup>  
 V 58,649.78 m<sup>3</sup>

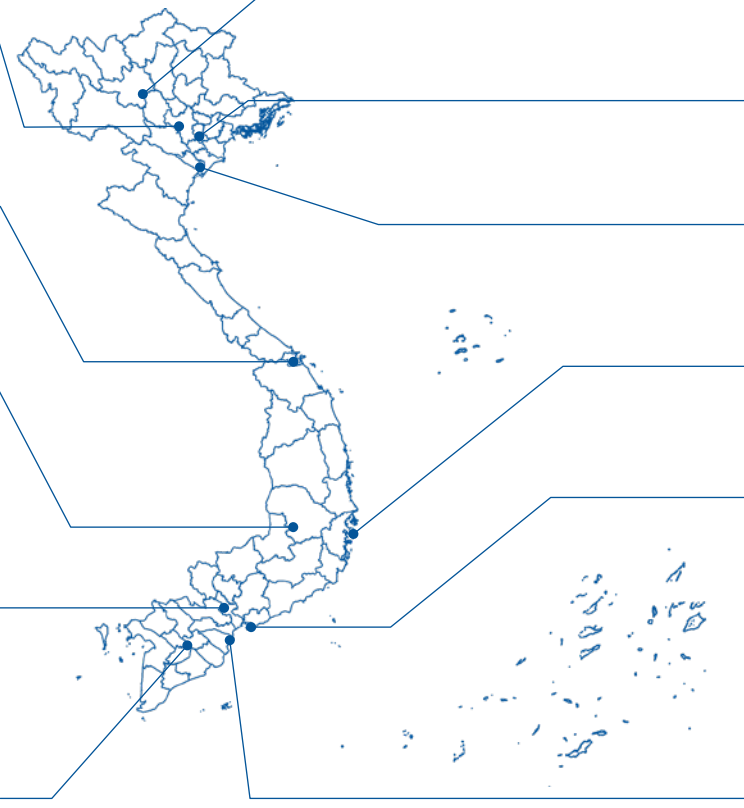
**Hanoi**  
 Branch Warehouse  
 S 583.15 m<sup>2</sup> / V 2,134.45m<sup>3</sup>

**Da Nang**  
 Branch Warehouse  
 S 111.26 m<sup>2</sup> / V 395.08 m<sup>3</sup>

**Tay Nguyen**  
 Branch Warehouse  
 S 50.71 m<sup>2</sup> / V 226.38 m<sup>3</sup>

**HCM city**  
 Branch Warehouse  
 S 974.94 m<sup>2</sup> / V 5,145.49 m<sup>3</sup>

**Can Tho**  
 Branch Warehouse  
 S 115.20 m<sup>2</sup> / V 449.28 m<sup>3</sup>



Project warehouse  
 of **Au Lau** Industrial Park  
 S 4,480 m<sup>2</sup> / V 22,400 m<sup>3</sup>

**Yen Bai** Branch Warehouse  
 S 342.7 m<sup>2</sup> / V 1,302.26 m<sup>3</sup>

**Ypharco Healthcare** Warehouse  
 S 1,150 m<sup>2</sup> / V 3,795 m<sup>3</sup>

**Ninh Binh** Branch Warehouse  
 S 188.97 m<sup>2</sup> / V 711.75 m<sup>3</sup>

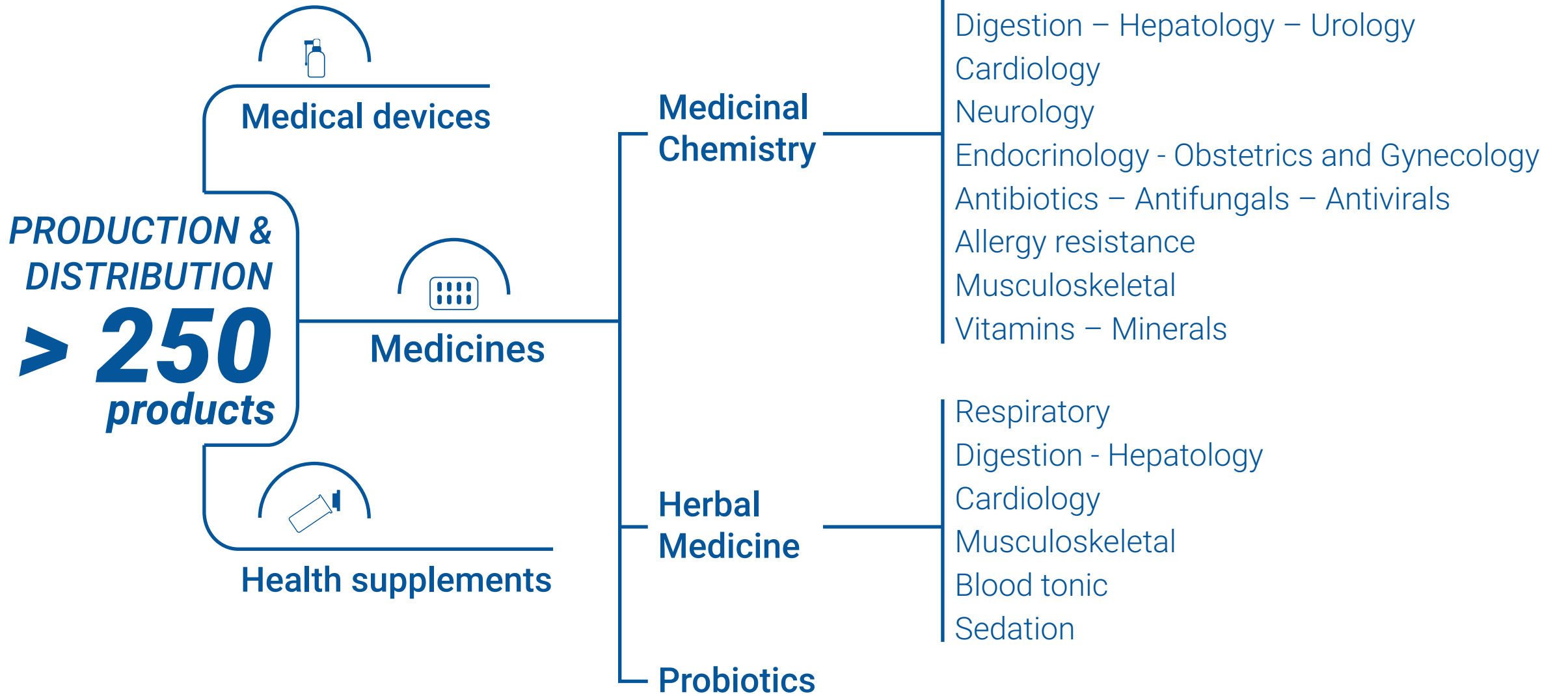
**Khanh Hoa** Branch Warehouse  
 S 50.97 m<sup>2</sup> / V 335.94 m<sup>3</sup>

**Bepharco Healthcare** Project  
 S 5,000 m<sup>2</sup> / V 26,388.75 m<sup>3</sup>

**Ben Tre** Branch Warehouse  
 S 133.66 m<sup>2</sup> / V 430.76 m<sup>3</sup>

**Ben Tre** Factory warehouse  
 S 940.40 m<sup>2</sup> / V 3,361.45 m<sup>3</sup>

# PRODUCT PORTFOLIO



# PRODUCT PORTFOLIO

Lyophilized Injection,  
Injectable

Solution,  
Suspension, Syrup

Powder, Granule, Tablet,  
Capsule, Pill,  
Pessarie, Gel, Cream,  
Tincture

Dosage forms

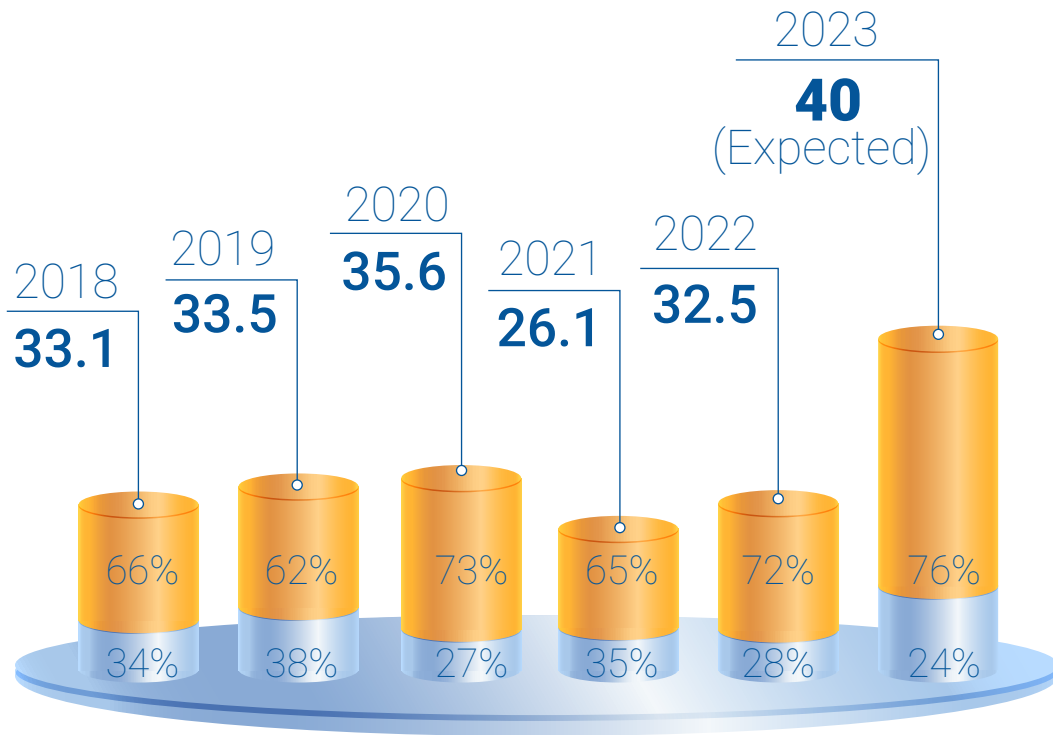


Typical products



# REVENUE

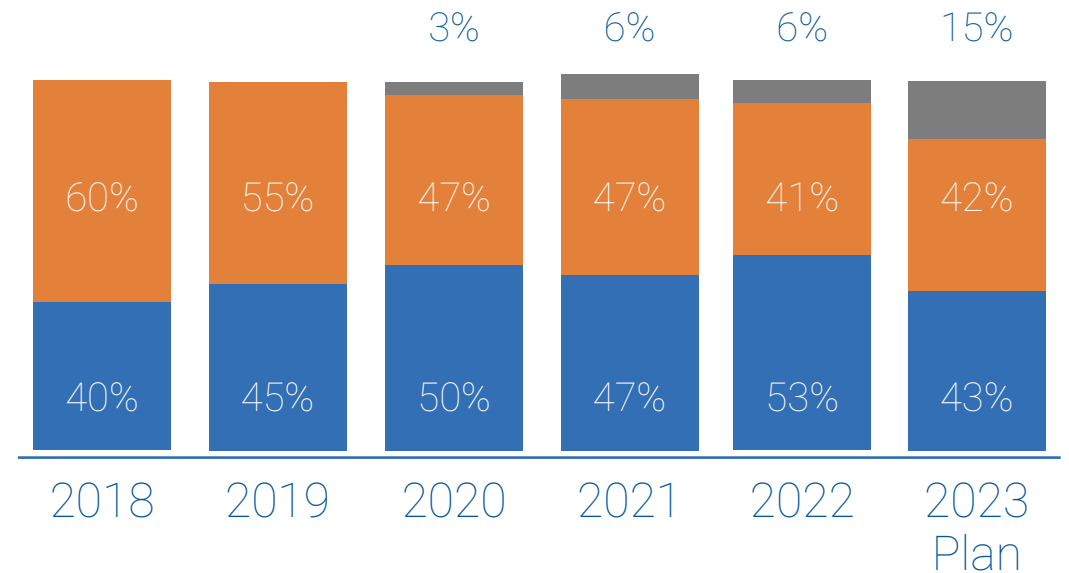
## REVENUE ( MILLION USD )



PRODUCTION

IMPORT

## CHANNEL'S CONTRIBUTION



OTC

ETC - TENDER

ETC - PRIVATE

# BUSINESS PARTNERS



## DOMESTIC PARTNERS



## FOREIGN PARTNERS





**BEPHARCO**

**THANK YOU**