



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

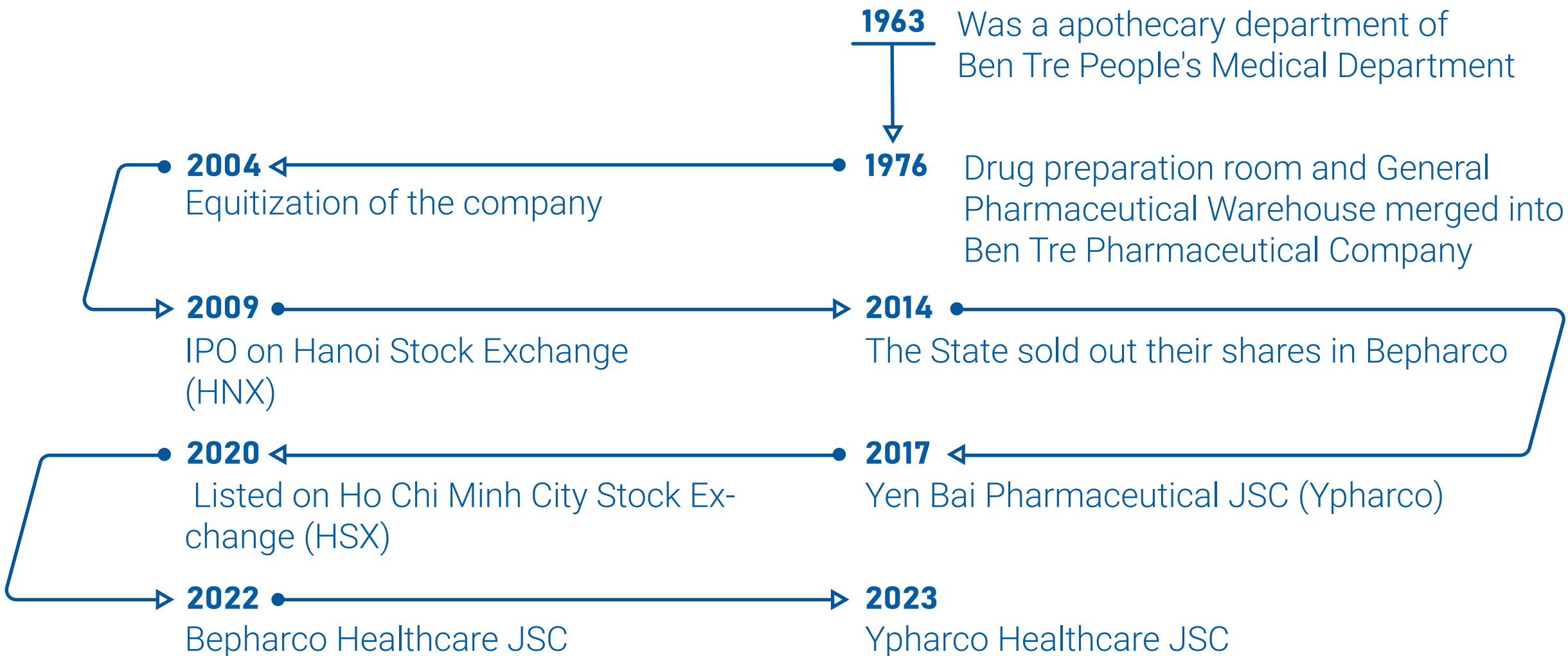
Established in 1963, Bepharco is now in the top 10 leading pharmaceutical distribution companies in Vietnam and is a long-term strategic partner of many major pharmaceutical companies on over the world such as *Gedeon Richter, Egis, Meditop, Delorbis, Medexport Italia, Pro.med.cs, PK Benelux, Pharmalink,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

Confidential 03



VISION- MISSION

Confidential 04



VISION

Become the top 5 leading pharmaceutical distributions 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**

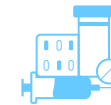
Branches

**4****Sales channels**

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

**5**

Factories and production projects

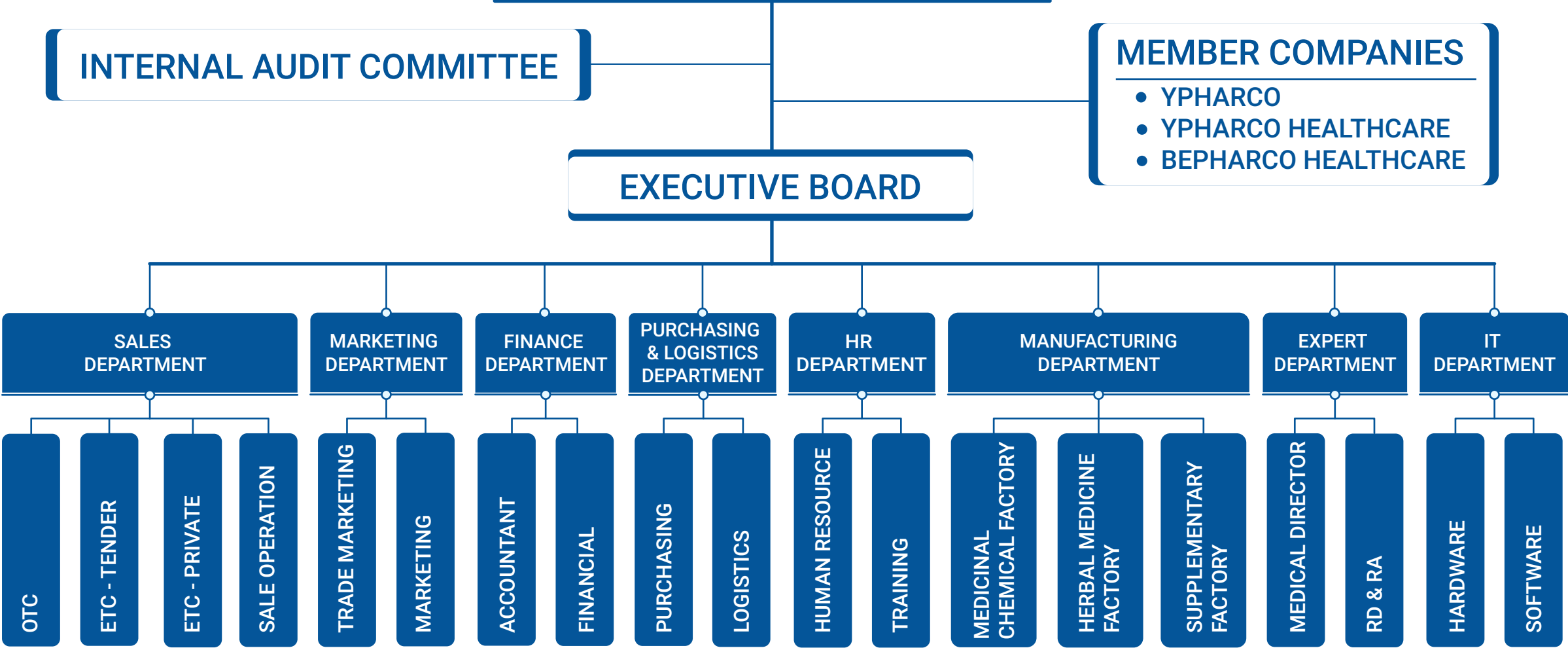
**250**Products: medicines,
health supplements,
medical devices**13**

GSP, GDP warehouses

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

MANAGEMENT ORGANIZATION

THE BOARD OF DIRECTORS



EXECUTIVE BOARD

Confidential 07



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



Confidential 08

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



TECHCOMBANK



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

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

Hung Yen

HA NOI

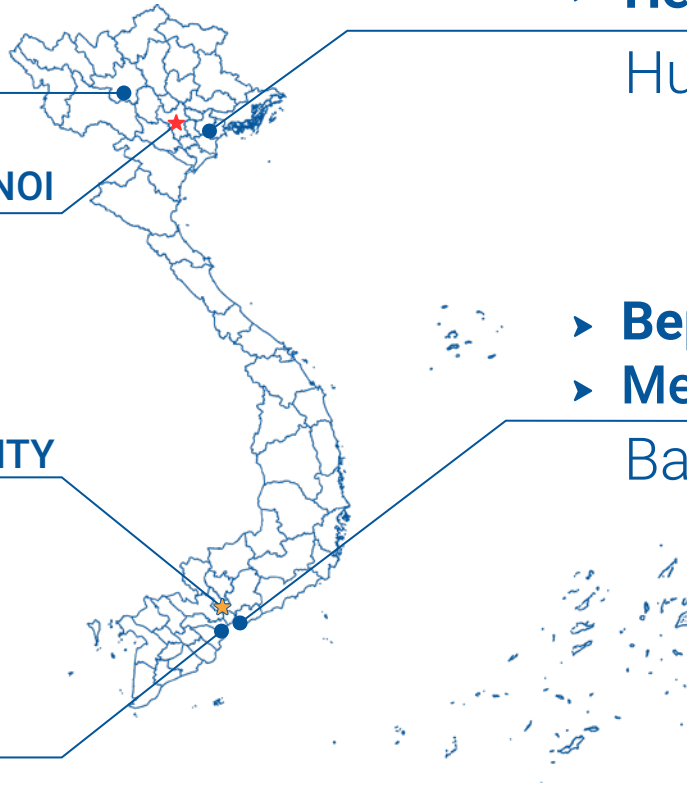
HCM CITY

- › **Bepharco**
- › **Medicinal Chemistry Factory**

Ben Tre

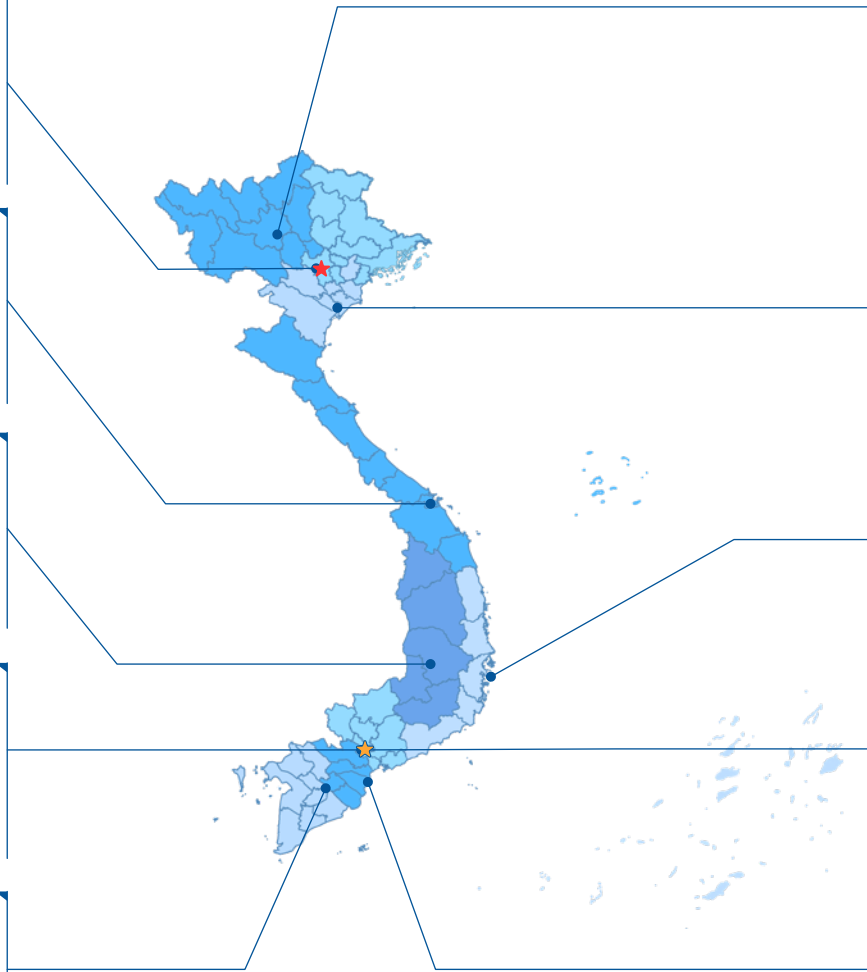
- › **Bepharco Healthcare JSC**
- › **Medicinal Chemistry Factory Project**

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



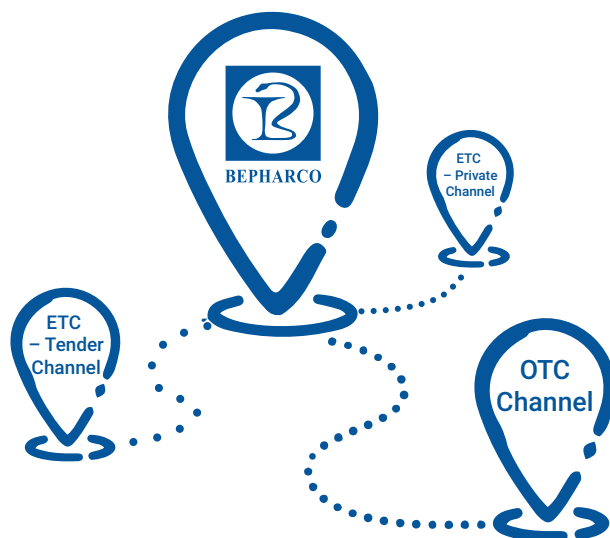
- Yen Bai Branch**
Distributed in 9 provinces
Sales force:
OTC: 26; ETC - Tender: 5; ETC - Private: 7
- Ninh Binh Branch**
Distributed in 7 provinces
Sales force:
OTC: 31; ETC - Tender: 7; ETC - Private: 8
- Khanh Hoa Branch**
Distributed in 5 provinces
Sales force:
OTC: 18; ETC - Tender: 5; ETC - Private: 5
- Ho Chi Minh City Executive Office**
- Ben Tre Branch**
Distributed in 5 provinces
Sales force:
OTC: 25; ETC - Tender: 5; ETC - Private: 5

DISTRIBUTION SYSTEM

DISTRIBUTION CHANNELS

> **35,000**

Nationwide customers



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 m² / V 67,076.60 m³

3 types of standard storage



Cold warehouse 2 - 8 °C

S 1,527.90 m²
V 4,032.01 m³

Regular warehouse 15 - 25 °C

S 1,207.75m²
V 4,394.81 m³

Regular warehouse 15 - 30 °C

S 11,386.11 m²
V 58,649.78 m³

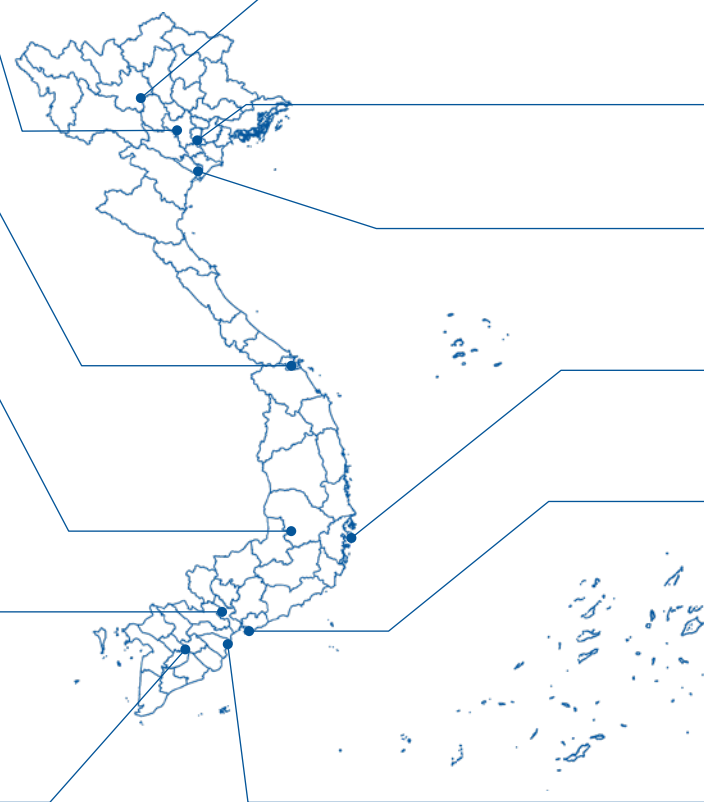
Hanoi
Branch Warehouse
S 583.15 m² / V 2,134.45m³

Da Nang
Branch Warehouse
S 111.26 m² / V 395.08 m³

Tay Nguyen
Branch Warehouse
S 50.71 m² / V 226.38 m³

HCM city
Branch Warehouse
S 974.94 m² / V 5,145.49 m³

Can Tho
Branch Warehouse
S 115.20 m² / V 449.28 m³



Project warehouse
of **Au Lau** Industrial Park
S 4,480 m² / V 22,400 m³

Yen Bai Branch Warehouse
S 342.7 m² / V 1,302.26 m³

Ypharco Healthcare Warehouse
S 1,150 m² / V 3,795 m³

Ninh Binh Branch Warehouse
S 188.97 m² / V 711.75 m³

Khanh Hoa Branch Warehouse
S 50.97 m² / V 335.94 m³

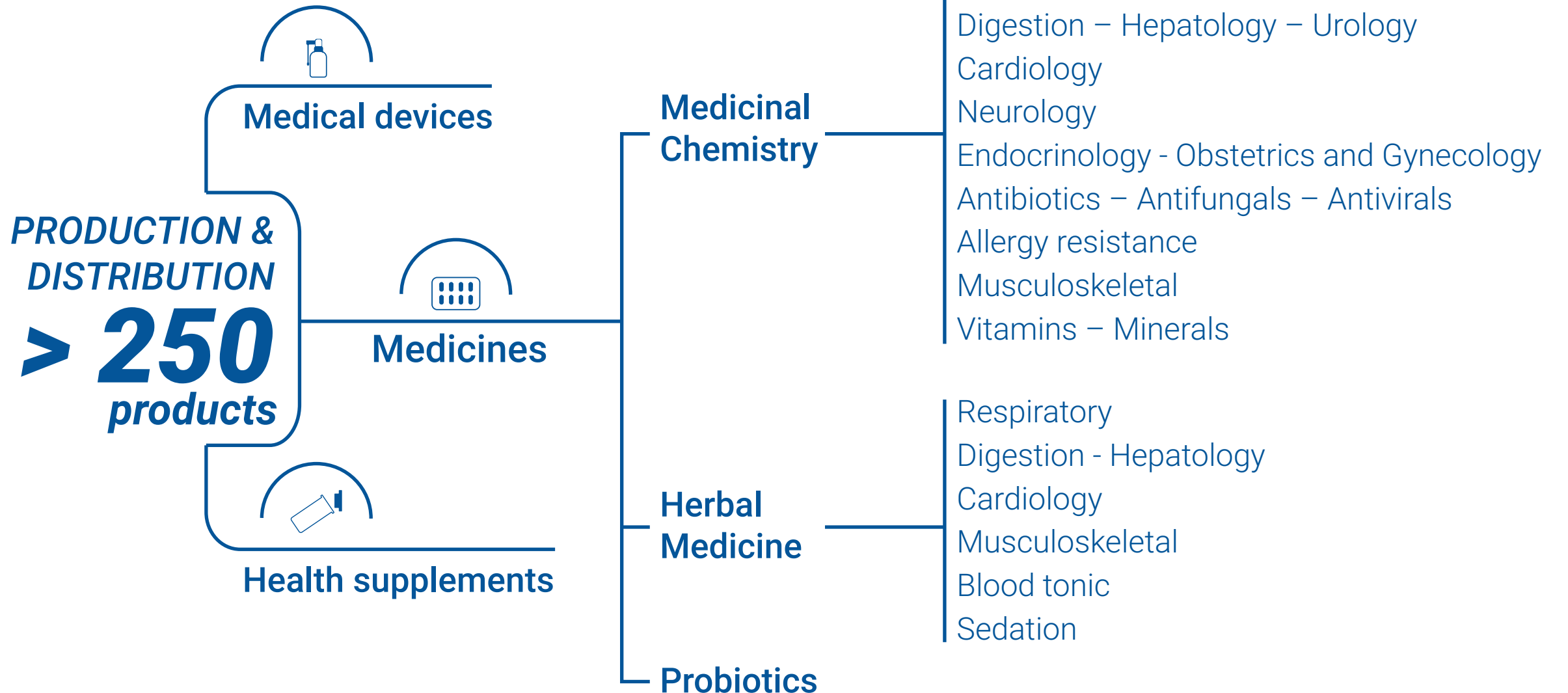
Bepharco Healthcare Project
S 5,000 m² / V 26,388.75 m³

Ben Tre Branch Warehouse
S 133.66 m² / V 430.76 m³

Ben Tre Factory warehouse
S 940.40 m² / V 3,361.45 m³

PRODUCT PORTFOLIO

Confidential 14



PRODUCT PORTFOLIO

Confidential 15

Lyophilized Injection,
Injectable

Solution,
Suspension, Syrup

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

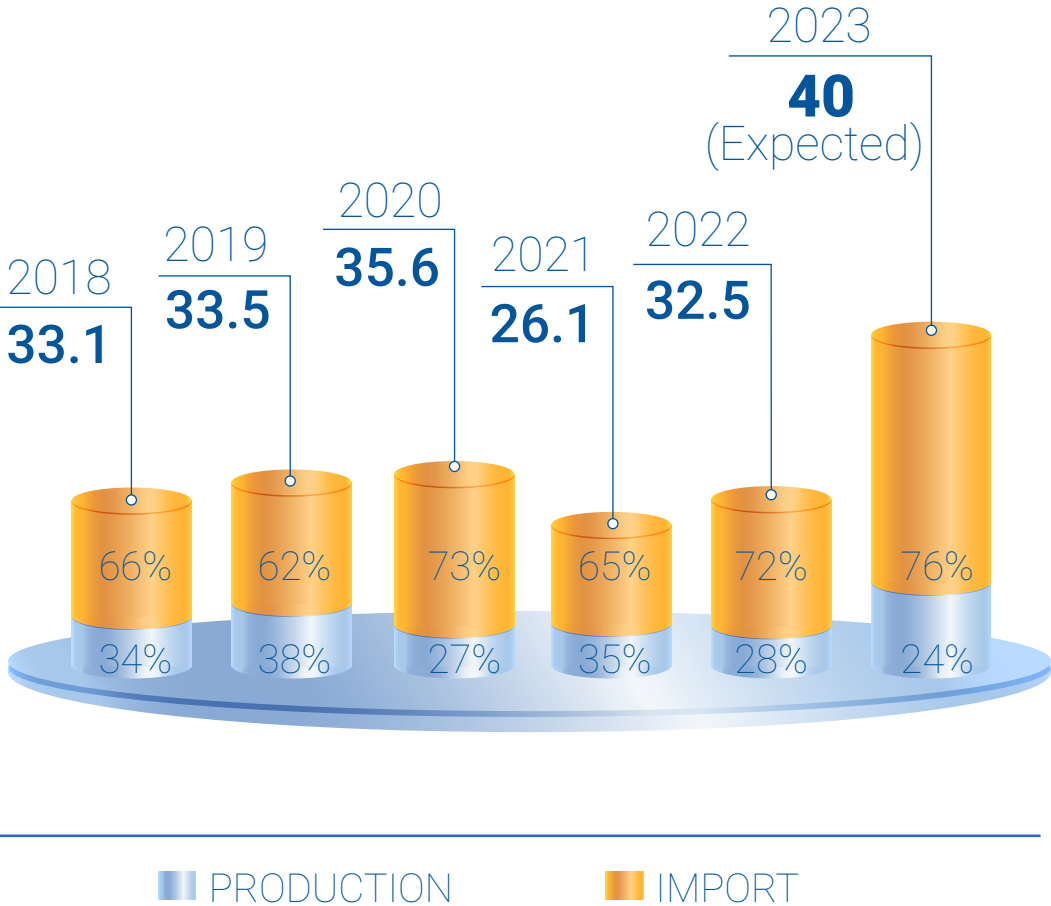
Dosage forms



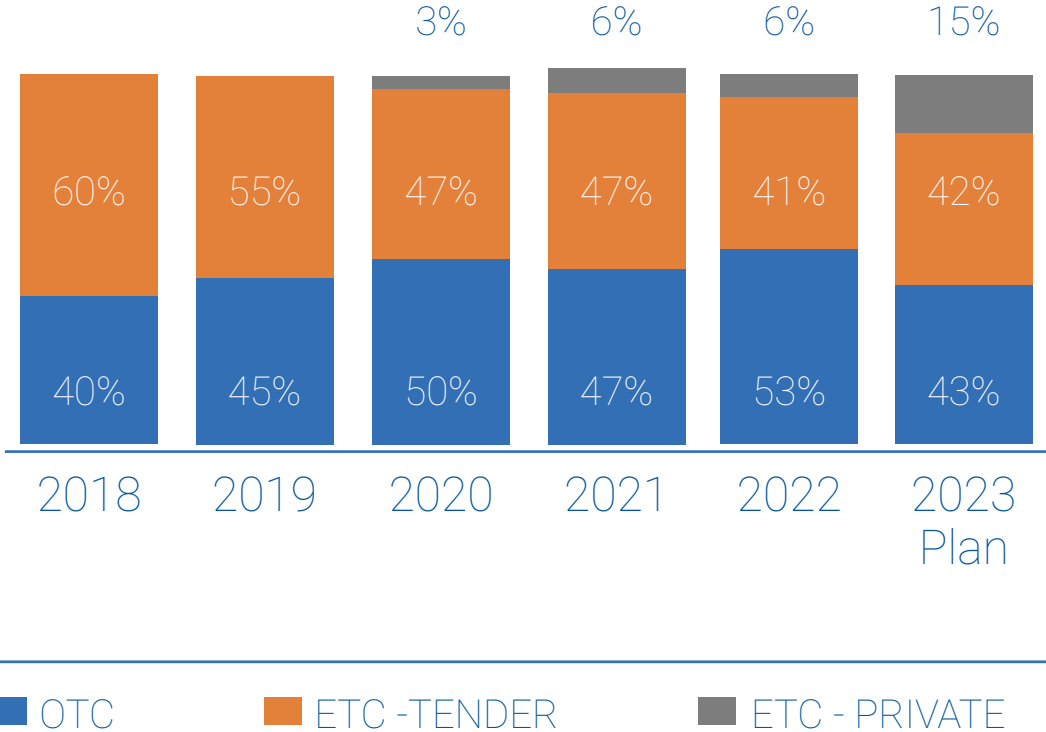
Typical products

REVENUE

REVENUE (MILLION USD)



CHANNEL'S CONTRIBUTION



BUSINESS PARTNERS

Confidential 17



DOMESTIC PARTNERS



Spomedic

DRP inter

FOREIGN PARTNERS



SANAVITA
PHARMACEUTICALS



ph^{pk}
PharmaLink

daewon



Zy^{du}s
Cadila



BEPHARCO

THANK YOU