

Welcome to



A part of  *Group*



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➤ EVD pharma

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YOUR RELIABLE PARTNER IN BUSINESS

Welcome to **EVD** group



- **Name :** EVD Co., Ltd.
- **Establishment :** 11-1998.
- **Turn over :** USD 56 millions (2016)
- **Staff:** 300



Head Office in Hanoi

EVD Building, 431 Tam Trinh, Hoang Mai, Hanoi





1996 - sales rep.



1997 - sales rep.



1998 – company setup



ESAB welding & cutting

Volvo Construction Equipment

ESAB & Volvo distributor



- MMA Welding Machines
- Engine Driven Machines
- TIG Welding Machines
- Mechanized TIG Welding Equipment
- MIG/MAG Welding Machines
- Plasma Cutting & Gouging Equipment
- Cutting Technologies
- Welding Automation
- Engineering Systems
- Welding Accessories

- Compact Wheel Loaders
- Wheel Loaders
- Wheeled Excavators
- Compact Excavators
- Crawler Excavators
- Articulated Haulers
- Motor Graders



2000

EVD Technical Service & Training center



- Industrial Electronics Repair and Maintenance
- Security System Electronic Repair
- Robot Electronic Repair
- Welder repair
- Inverter and servo drive repair

GENDIS

A creative professional distributor

2001

EVD Electric Center

- MV Outdoor Load Disconnectors and Section Switches
- MV Outdoor Load Disconnectors
- Single-Pole Potdoor Fuse Bases With Lightning Arrester
- MV Indoor Disconnectors with Motor or Hand Operated Drive

GENDIS

- Pharmaceutical Products Distribution
- Foods Supplement Distribution

EVD

YOUR RELIABLE PARTNER IN BUSINESS



2004

EVD Pharma

We set up a pharmaceutical company, specialized in drugs marketing to hospital channel in Vietnam.



2005

TEMASUCO

We bought a state owned company. We import wheat and produce flour for Vietnam market and also export to some Southeast Asia countries.



YOUR RELIABLE PARTNER IN BUSINESS



2007

Pixel

We do outsourcing and export graphic products to Europe.



2008

Phytoespa
New head office

We marketing and distribute cosmetics
New head office and warehouses



(2014)

EVD Technology

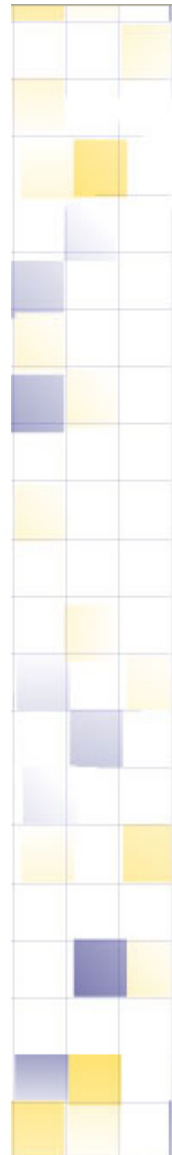
Develop and distribute high-quality products
to protect human health in daily life.

(2016)



YOUR RELIABLE PARTNER IN BUSINESS

<http://www.evd.com.vn>



YOUR RELIABLE PARTNER IN BUSINESS

ESAB Welding Division

- Welding, Cutting Equipment & Consumables

VOLVO Parts Division

- Spareparts for Construction Equipment

EVD Electric Center

- Low & Medium Voltage Protective Equipment

EVD Industrial Service

- Industrial Equipment, Control System Service & Repair

TEMASUCO

- Hanoi Flour Factory, Foods Material and Equipment

EVD Pharma Co., Ltd.

- Pharmaceutical Products & Medical Equipment

GENDIS

- Goods Distribution Network covering 63 Provinces of Vietnam

PHYTO - ESPA International Import - Export Trading JSC.

- Cosmetic & Beauty Products

Pixelvn

- 3D and Digital Graphics Production & Outsourcing



YOUR RELIABLE PARTNER IN BUSINESS

Welcome to



- **Name :** EVD pharmaceutical and medical Co., Ltd.
- **Establishment :** 5-2004.
- **Specialist:** Distribution of pharmaceutical products
- **Turn over :** USD 10 millions (2016)
- **Staff:** 60



Head Office in Hanoi

Room 201, EVD Building, 431 Tam Trinh, Hoang Mai, Hanoi

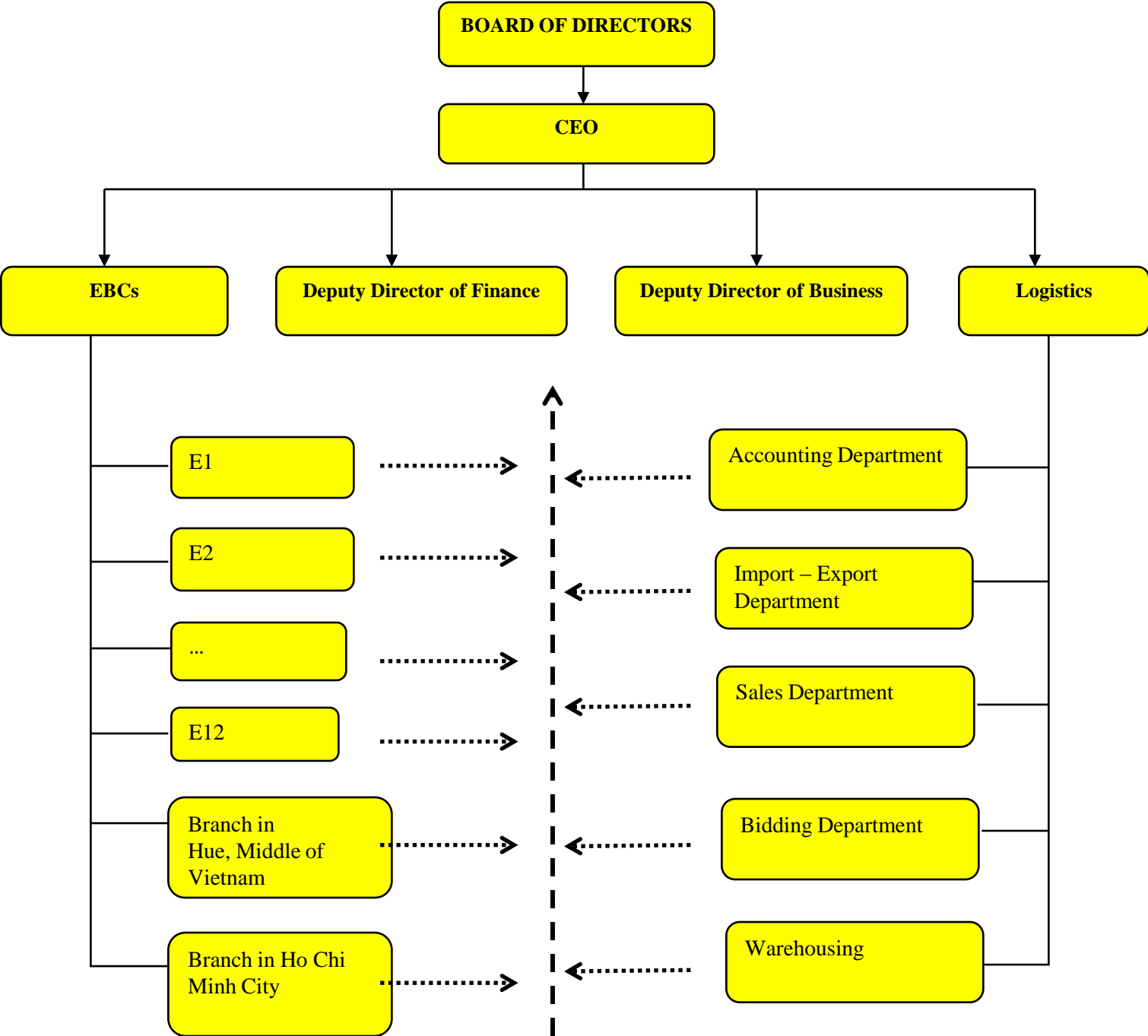




Organization



Organisation



Organisation

EVD Pharma companies have a total of **60** officers and employees including:

- Bachelor of Pharmacists: **8** people
- Master of Economics: **2** people
- Bachelor of Economics: **10** people
- University degrees in other sectors: **15** people
- Intermediate pharmacist: **16** people

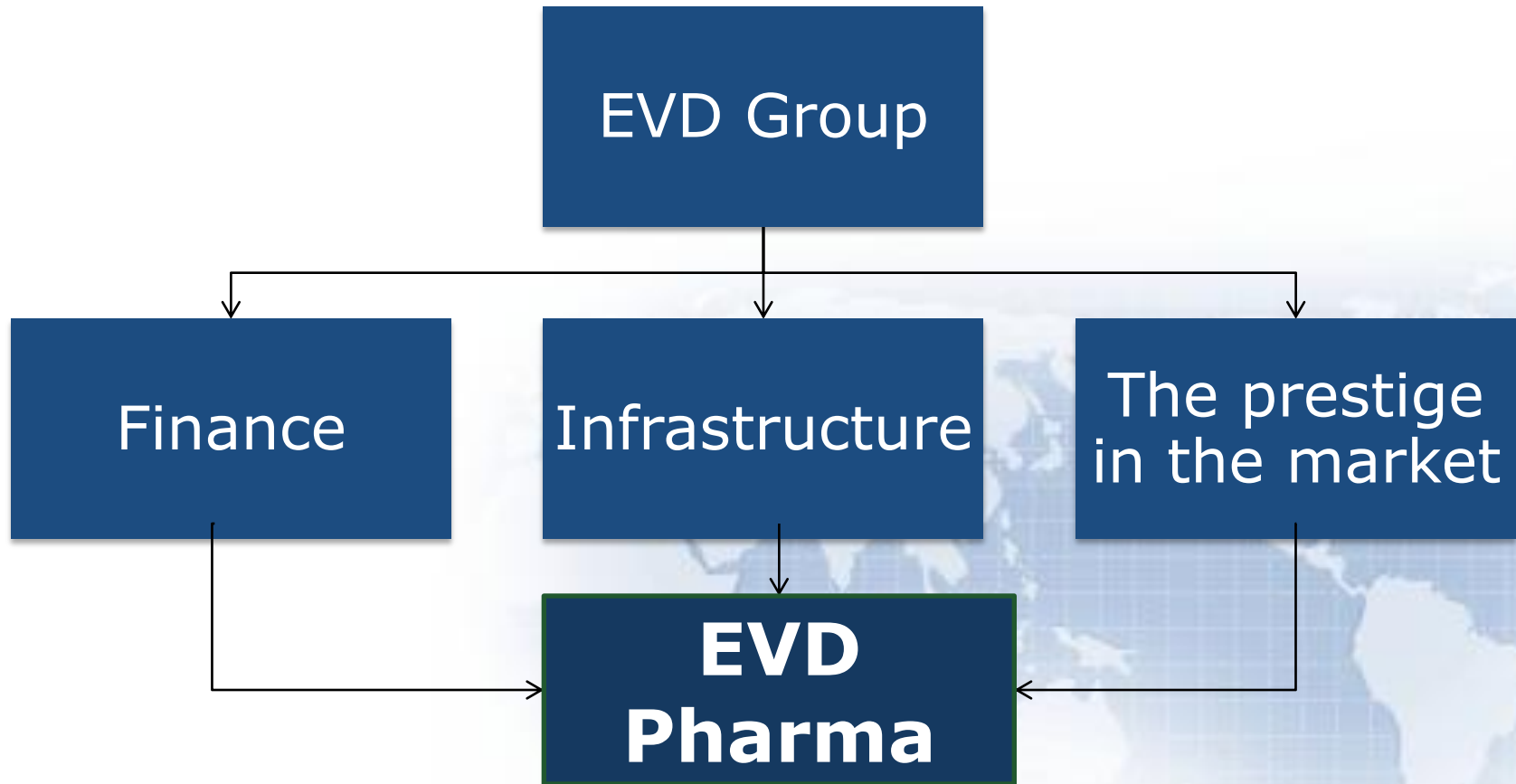




Competitive Advantages



1. The support of EVD Group

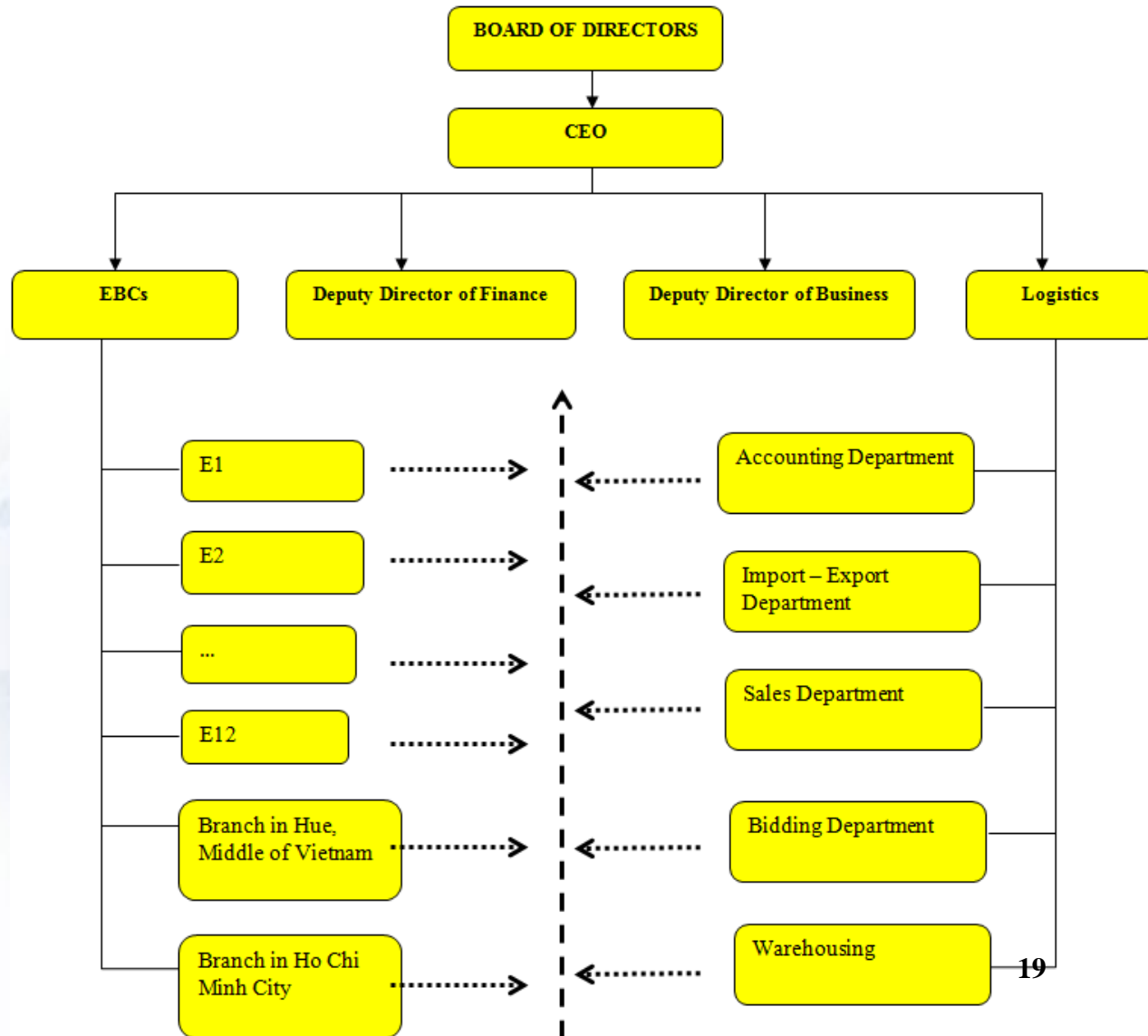


2. Good material facilities

- Office: 200m² in the EVD Building
- Store: A GDP store (Certificated by MOH of Vietnam)
- Transport: Ensure to distribute the product to the hospital during 24h

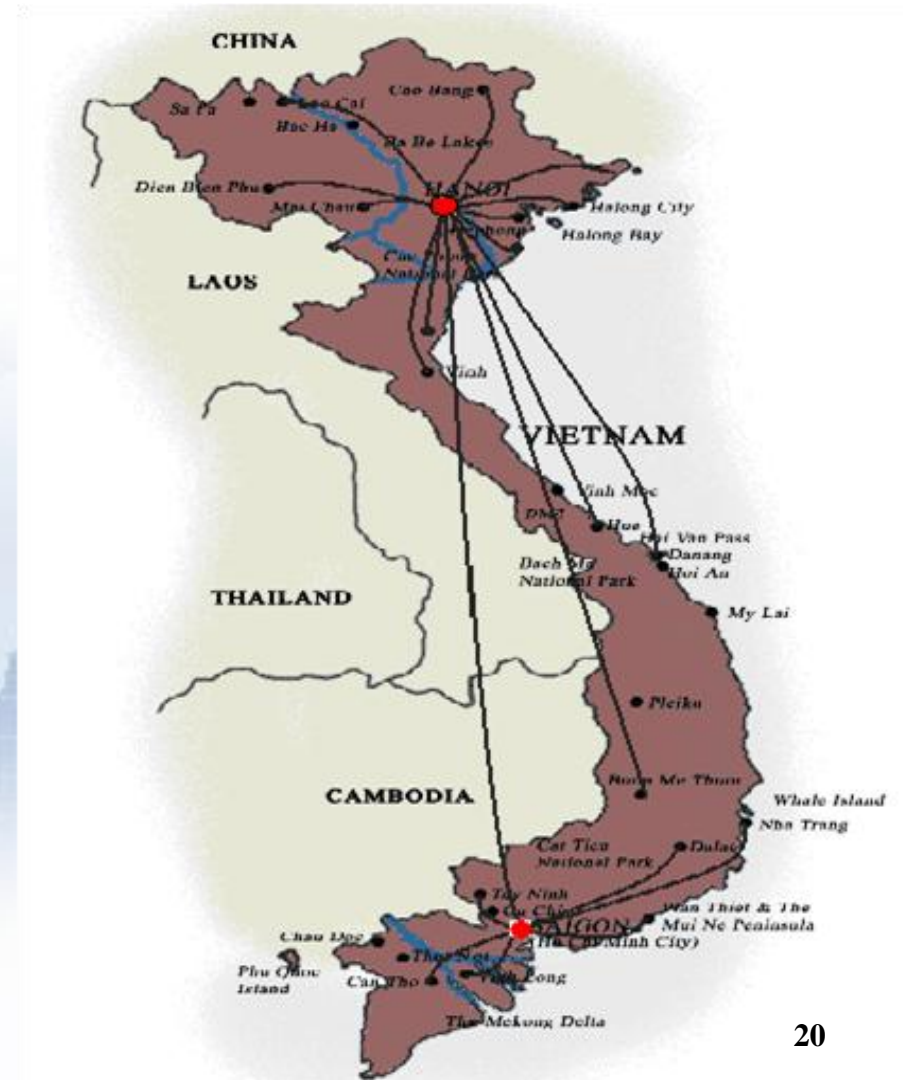
3. Good team

- Great BOD and CEO with many years of experience
- A team with high ability and enthusiastic staffs
- A dynamic business team
- Good corporate culture



4. Good strategy in the Vietnam market

- Exclusive distributor of good pharmaceutical products, from: Italy, USA, Czech Republic, Cuba, Singapore, Taiwan, etc.
- Good relationship with MOH
- Broad distribution strategies



5. Good relation in the market

- Slogan: *EVD Pharma – Your reliable partner in business!*
- Market: Available in 55/64 provinces (year 2016) and continues expanding.
- Bring chances for doctors to go training in International Conferences.
- Sponsor many of Science Conferences, Club of Director of Hospitals in The North and the South of Vietnam.



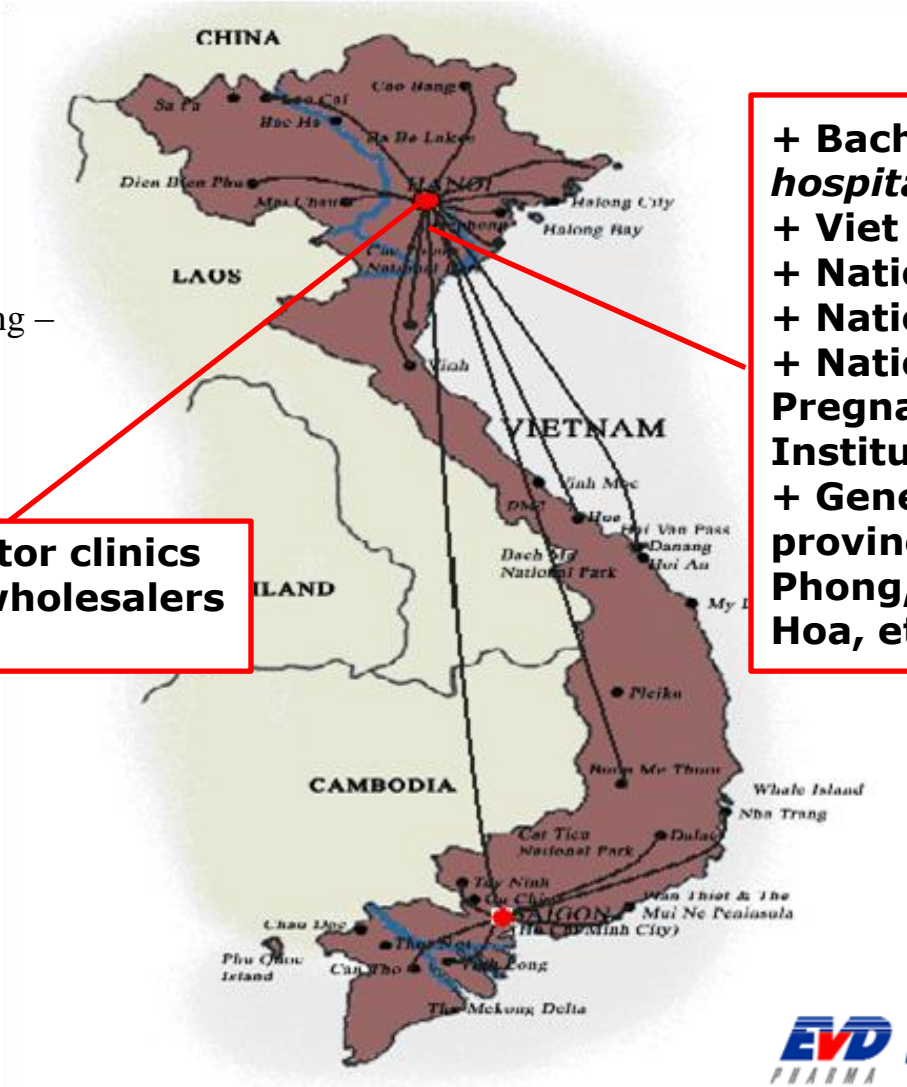
5. Good relation in the market

- Market in the North

Main Office:

Room 201 – EVD Building –
431 Tam Trinh – Ha Noi

**+ 112 doctor clinics
+ 16 big wholesalers**



**+ Bach Mai Hospital (the largest hospital of North of Vietnam),
+ Viet Duc Hospital,
+ National Hospital of Pediatrics,
+ National Institute of Cancer,
+ National Institute of Pregnancy,
+ National Army Institute of 103 - 108,
+ General Hospital in other provinces: Hai Duong, Hai Phong, Quang Ninh, Thanh Hoa, etc**

5. Good relation in the market

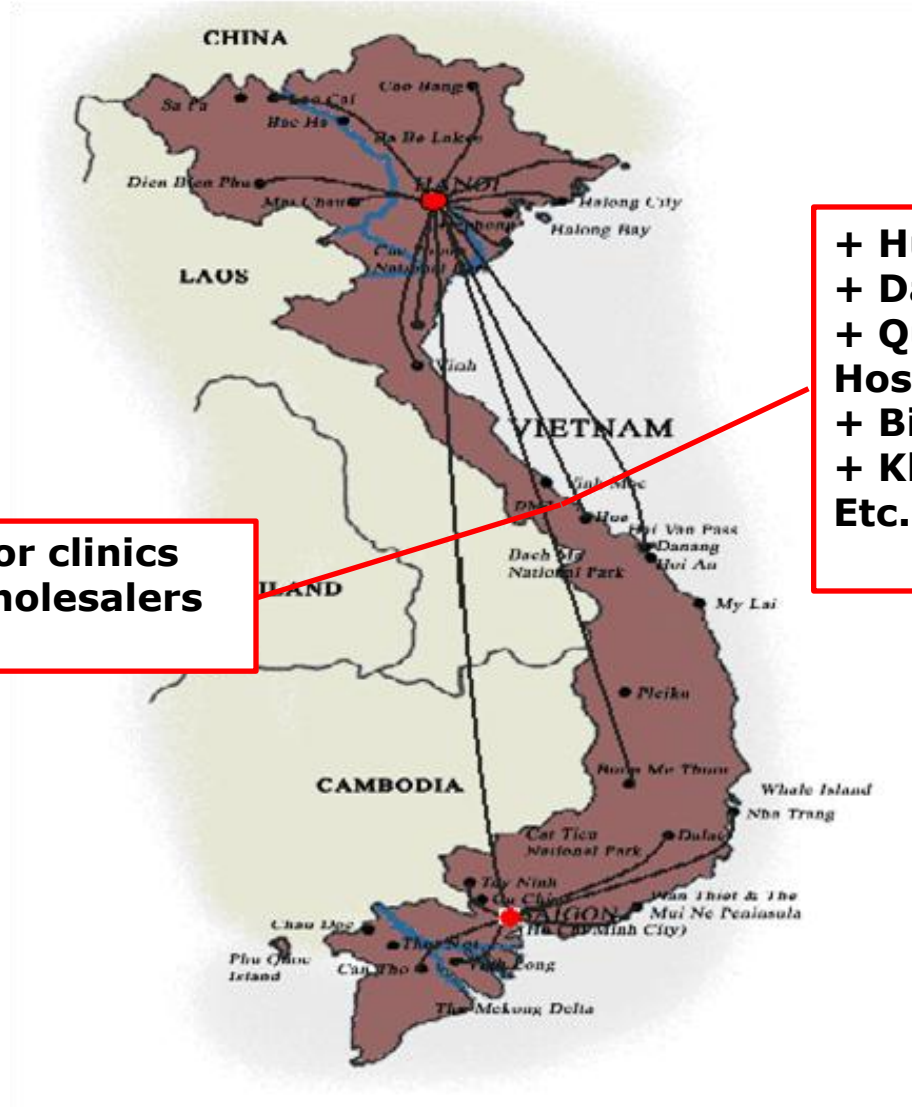
● Market in the Middle

Hue Branch Office:

52, Block 2 – Phu Thuong –
Phu Vang – Thua Thien Hue

+ 56 doctor clinics
+ 5 big wholesalers

+ Hue Central Hospital,
+ Da Nang Hospital,
+ Quang Ngai Central Genreal
Hospital,
+ Binh Dinh Central Hospital,
+ Khanh Hoa General Hospital,
Etc.



5. Good relation in the market

- Market in the South

HCM Branch Office:
16 Ly Thuong Kiet, Distric
10, HCM City

+ 156 doctor clinics
+ 11 big wholesalers



+ Cho Ray Hospital (*the largest hospital of South of Vietnam*),
+ Paediatric Hospital
+ People's Hospital 115
Eastern Military and Civilian Hospital,
+ University Medical Center HCMC,
+ National Hospital of Odonto-Stomatology
etc.



Achievements



1. Turnover has been increasing over years 2013-2015

Year	2013	2014	2015	2016
Number of customers	70	125	134	310*
Turnover	4,5 million USD	6,6 million USD	8,6 million USD	10,0 million USD

** Including hospitals, clinics and drug stores*

2. Launching and developing market for new products

2.1. Pomulin

- In 2011, Pomulin was the first drug owned by a Vietnamese private company and listed in Top 20 best-selling drugs in Vietnam according to IMS statistics.



2.1. Pomulin:

Pomulin ranked **28th** in quarter 4, 2009

LEADING PRODUCTS - BY VALUE																		
Pharmacy & Hospital Combined - Ethical & OTC																		
Quarter 4 - 2009																		
RANKINGS			PRODUCTS			QUARTER			CUMULATIVE			12 MONTHS TO DATE						
12M	CUM	QTR				USD (+000)	%	+ -	%	USD (+000)	%	+ -	%	USD (+000)	%	+ -	%	EVOL
			TOTAL MARKET			3072	1	2		10530	1	2		10530	1	2		
1	1	1	AUGMENTIN	GSK	2579	0.8	13		9004	0.9	10		9004	0.9	10			91
2	2	4	VASTAREL	SVR	1683	0.5	-18		6819	0.6	-2		6819	0.6	-2			81
3	3	2	ZINNAT	GSK	2106	0.7	26		6813	0.6	19		6813	0.6	19			99
4	4	3	DIAMICRON	SVR	1784	0.6	25		5689	0.5	10		5689	0.5	10			92
28	28	33	GLIATILIN	ITF	810	0.3	22		3016	0.3	22		3016	0.3	22			102
29	29	35	ERITINA	DNA	803	0.3	36		3000	0.3	102		3000	0.3	102			168
30	30	37	MARVELON	MSD	769	0.3	17		2984	0.3	15		2984	0.3	15			96
31	31	18	POMULIN	ORC	1011	0.3	242		2882	0.3	496		2882	0.3	496			496
32	32	24	PANTOLOC	NY-	921	0.3	39		2848	0.3	41		2848	0.3	41			117

Report by IMS Health Vietnam, 2010

2.1. Pomulin:

Pomulin ranked **11th** in quarter 4, 2011.

LEADING PRODUCTS - BY VALUE

Pharmacy & Hospital Combined - Ethical & OTC

Quarter 4 - 2011

RANKINGS			PRODUCTS	QTR	QUARTER			CUMULATIVE			12 MONTHS TO DATE			EVOL
12M	CUM				VND (+0000C	%	+ - %	VND (+0000C	%	+ - %	VND (+0000C	%	+ - %	
			TOTAL MARKET		7476336,0	100,0	17,4	6744724,0	100,0	20,3	6744724,0	100,0	20,3	
1	1	1	AUGMENT	GSK	57522	0,8	-13	231954	0,9	13	231954	0,9	13	94
2	2	2	ZINNAT	GSK	48311	0,6	0	179893	0,7	21	179893	0,7	21	101
3	3	3	TIENAM	MSD	46776	0,6	29	149768	0,6	44	149768	0,6	44	119
4	4	5	NEXIUM	AZN	36374	0,5	12	143938	0,5	33	143938	0,5	33	111
9	9	6	OXALIPLA	M3Y	36021	0,5	42	110186	0,4	14	110186	0,4	14	95
10	10	11	KLAMENTI	DHG	28577	0,4	1	100481	0,4	40	100481	0,4	40	117
11	11	16	POMULIN	ORC	23867	0,3	23	96906	0,4	44	96906	0,4	44	120
12	12	13	COVERSYL	SVR	26433	0,4	28	95903	0,4	20	95903	0,4	20	100

96,906,000,000 VND = 4,342,280 USD

Report by IMS Health Vietnam, 2012

2.2. NeuroAiD

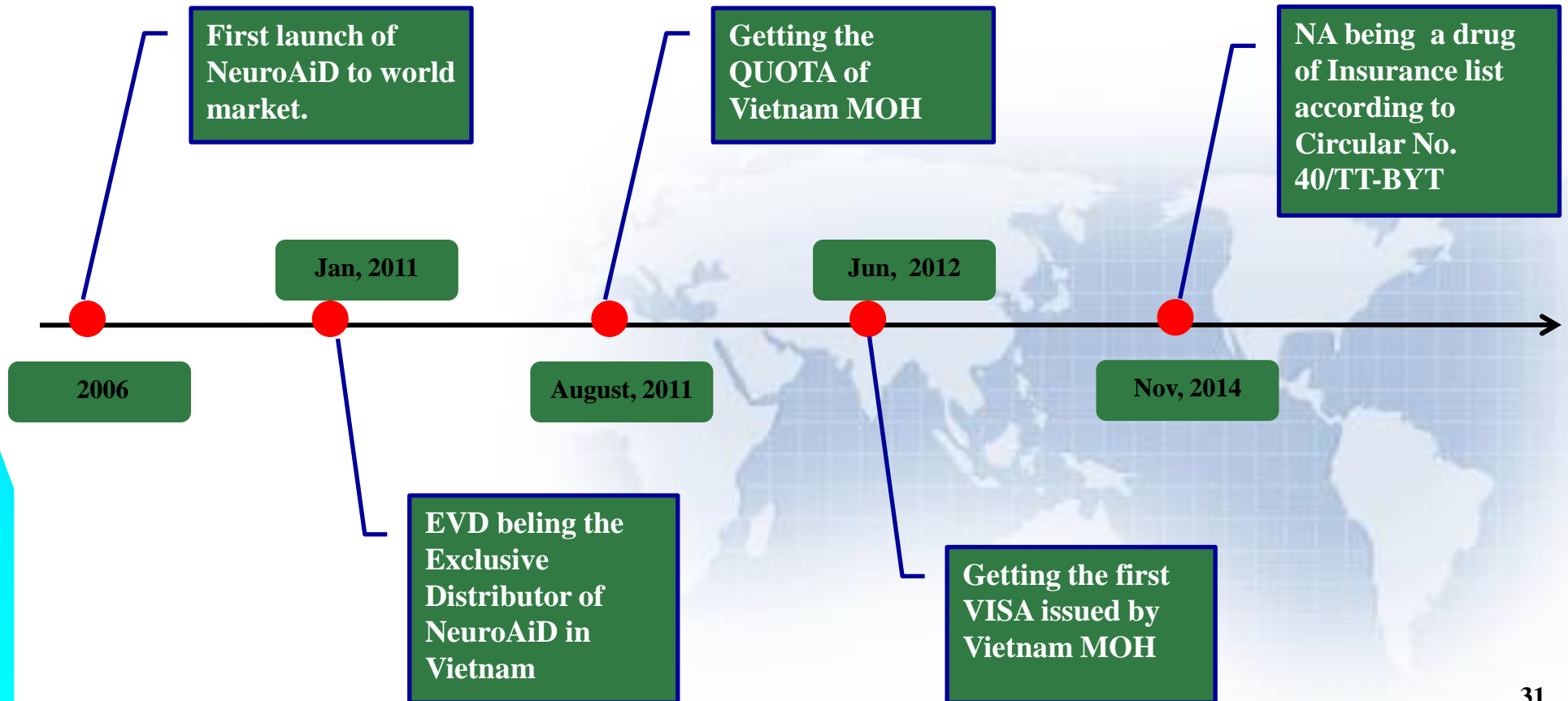
- One of the most popular methods for post-stroke recovery now.



NeuroAiD™

Reconnect 

2.2. NeuroAiD

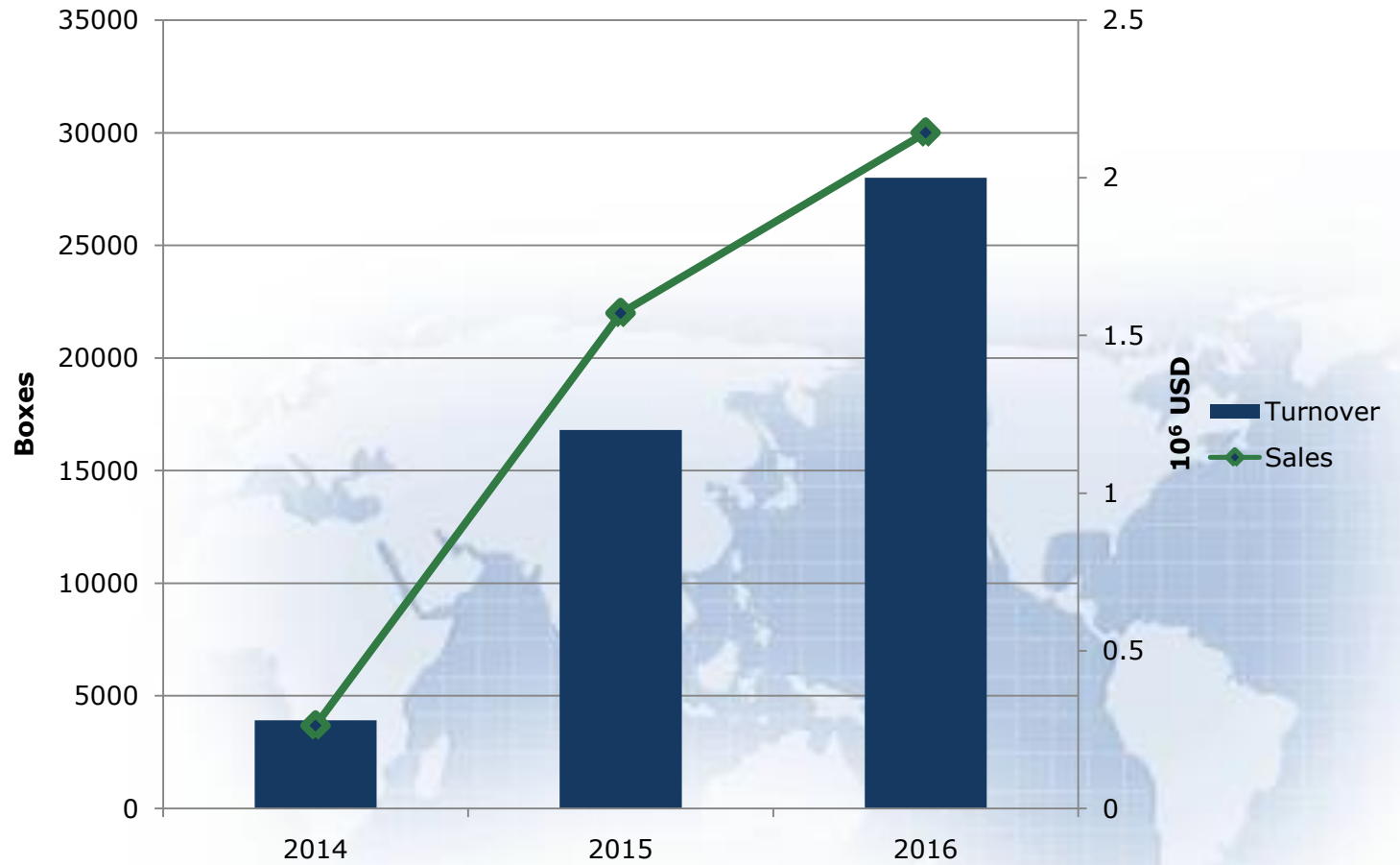


NeuroAiD

Year	2014	2015	First half of 2016
Sales (box)	3,687	21,990	29.663
Market (medical units)	21	39	45
Turnover (USD)	280,000	1,200,000	2,160,000

NeuroAiD

NeuroAiD over 2014-2016



Other key products

Unit: USD

	Origin	Turnover In 2013	Turn over In 2014	Turn over In 2015	Turnover In 2016
TAD	Italia	183,000	631,000	800,000	830,000
Heberitro	Cuba	31,000	730,000	1,700,000	1,840,000
...					
					-

Thank you!

