

STELLA



Presentation of Stellapharm

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Name of presenter

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BD Manager

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Section

01

Our Company

STELLA is one of the leading generic pharmaceutical companies in Vietnam.

We are committed to providing medicines of high quality at affordable prices for local and export market.



About us

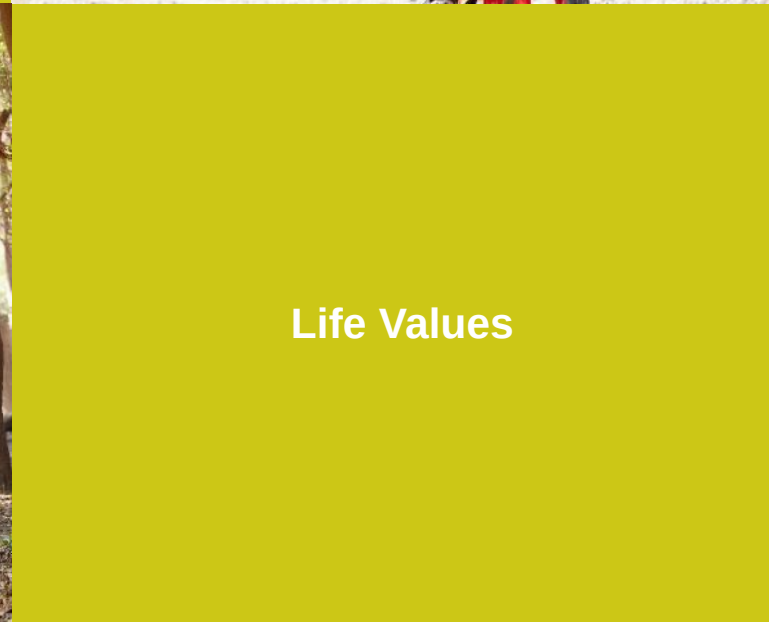
Established in 2002, Stella's products are now in use by millions of patients across more than 50 countries worldwide.

In Stella, we create quality through ethical professionalism, devotion to quality and technology meanwhile safeguarding all environmental values.

Stella is globally recognized for its quality through accreditations from EMA, PMDA, WHO, TFDA, etc.



We Appreciate



Life Values



Mission

To be a manufacturer of high-quality medicines and healthcare products at affordable prices through international technical partnership.

To create customers for life.

Vision

By 2023 - To be the biggest local company in pharmaceutical and healthcare products with active presence on not less than 50 overseas market.

By 2025 - To become an active, trustworthy international player in the pharmaceutical sector.

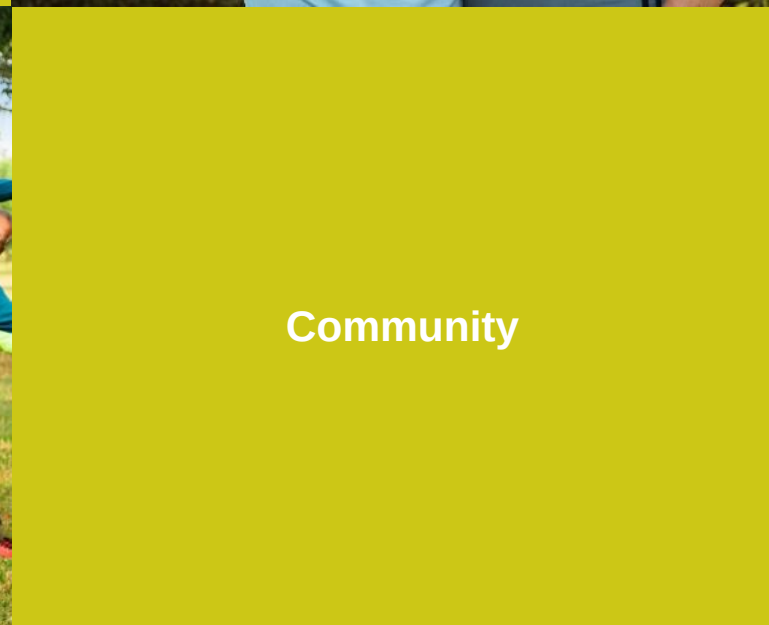
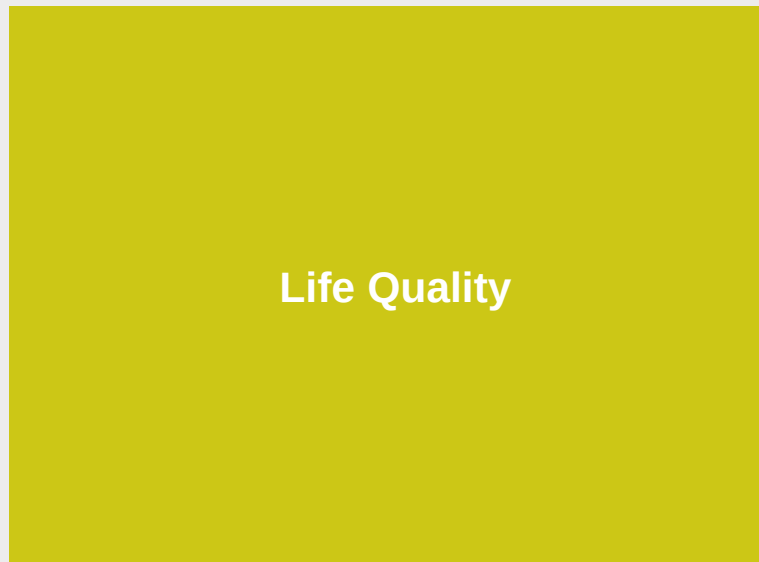


A customer-focused Company

Understanding the need of community for an affordable healthy life and its improvement, we always strike the best balance between the costs versus the benefits of our customers .

Making all efforts to keep our product portfolio and service updated, fine-tuned.

Maintaining respectful relations with customers, partners, suppliers, and communities.





The core values

Care

Maximizing benefit to communities through quality, efficacy, efficiency and maintaining respectful relations with customers, partners, suppliers, employees

Integrity

Exhibiting honesty and integrity at all times.

Commitment and passion

Being dedicated to the success of our customers, partners, Stella's employees and shareholders.

Caring



Passion



The core values

Innovativeness

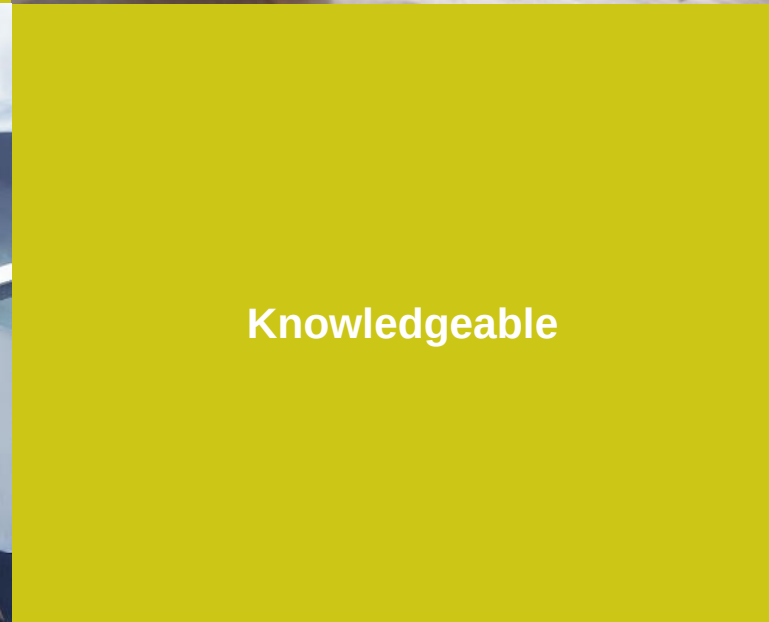
Creating the difference and updating latest trend in technology and products.

Loyalty

Working collaboratively with Stella's employees, partners, suppliers and customers to solve problems and achieve goals.

Knowledge

Being experts in our fields





Internal conducts

All Stella's members have the responsibilities to:

- Understand our vision and mission
- Implement our strategy
- Behave in a manner that is consistent with corporate objectives
- Focus on team performance
- Maximize his/her contributions
- Minimize waste and distractions.





External conducts

- Customer-focused
- Dependable
- Reliable
- Committed
- Environmentally responsible





Professional values

Making healthcare more and more affordable through professionalism, innovation and passion.

Community values

Towards community healthcare.
Environmentally responsible.



Professional values



Community Values



Section

02

Our History

Since the inception in 2000, Stella has always been consistent in bringing quality medicines at affordable prices to our community.

Our success story has come from this uniform policy.

Our History



1993

Establishing Khuong Duy Pharma for Distribution of Medicines, Medical Devices, Food Supplements, etc.

2000

Establishing M.S.T Pharma Company

2001

Constructing M.S.T Pharmaceutical Factory (The first private pharmaceutical manufacturer in VN)

2002

Establishing STADA - VN Joint Venture Co., Ltd. (The first joint venture in pharmaceutical sector)

2003

Launching the Duo ARV Lamzidivir (the first local manufacturer of generic ARVs in VN and ASEAN).

Our History



2005

Constructing the new production facility in Binh Duong, Vietnam (the first facility in VN complying with EU standard)

2007

Accredited EU-GMP by EMA and WHO-GMP by local authority (First EU accreditation in VN)

2008

Starting production in the new site (First and only factory in VN exporting to EU countries)

2011

Accredited Geneva WHO Prequalification for factory II (First and only company in VN with this qualification)

2014

Accredited Japan GMP by PMDA for factory II

Our History



2018

Signing sub-licensing with Hetero and Gilead allowing the company to manufacture Hepatitis C Products (First production facilities in VN manufacturing this breakthrough line)

2019

5th EU GMP Inspection

Launching of Lesovir (Hepatitis C agent)

Rebranding the company name to new brand “STELLA” (First and only pharmaceutical FDI where local partner buying out foreign partner)

Accredited Taiwan GMP by TFDA



Section

03

Our Facilities and R&D

Stella is one of the leading generic pharmaceutical companies in Vietnam.

Our commitment is pioneering in providing high-quality generic medicines with affordable prices to our patients across the world.



Manufacturing Units

Two modern manufacturing facilities located in Vietnam, approved by stringent global regulatory authorities (EMA, PMDA, PIC/s, WHO, etc.)



Professional

Modern



STELLA Hoc Mon Factory

Located in Ho Chi Minh city, approved by local WHO and other organizations.

Producing various formulations of oral solid dosage forms and ointment.





STELLA Binh Duong Factory

Located in the green industrial zone (VSIP) of Binh Duong province with capacity of up to 3 billion units for various solid dosage forms and 1.2 million liters for liquid dosage forms.





High Containment Facility with modern equipment

This facility is located in the current land of Branch 1's facility and shall be ready for commercial on Q1/2021.

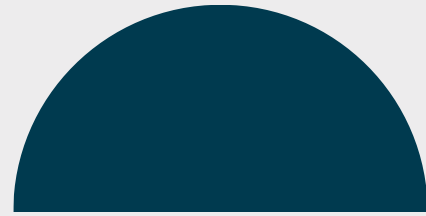
Capacity:

Hormone Product (100 Mil Units),

Steroid Product (500 Mil Units),

Ointment & Suppository (20 Mil Units)





1.0 MIL

1.2 MIL

22 MIL

3.0 BIL

Ointments

Liquid Preparation

Oral Powder

Oral Solid Form

Cream, gel, etc.

Syrup, suspension,
emulsion, ampoule, sachet,
bottle, etc.

Sachet, etc.

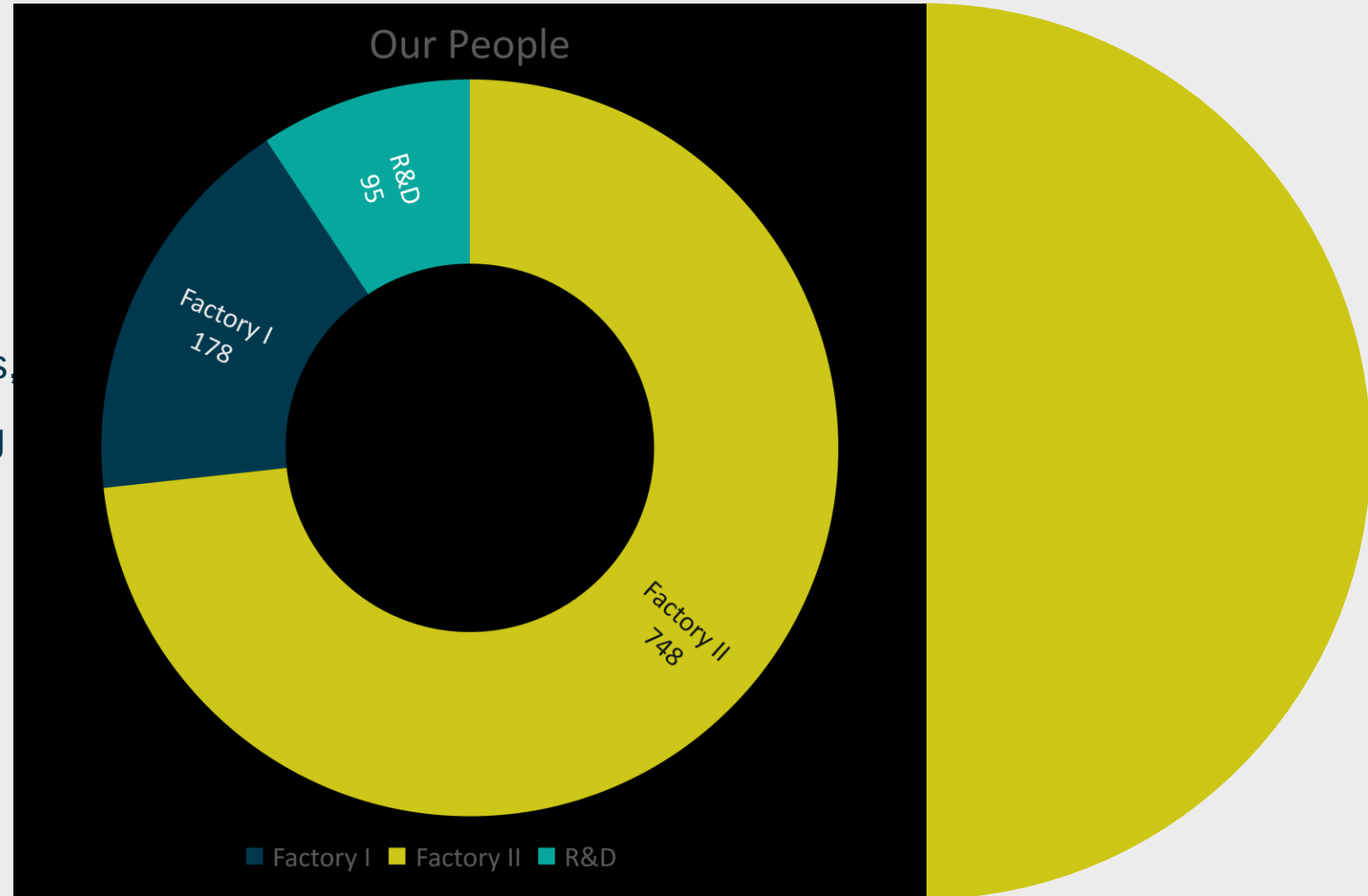
Tablets, FCT, Hard
Capsules



Employees

Stella recognizing the differences in capabilities, character, mindset of all employees while trying to extract the best from each and every worker through motivating and caring.

We are proud to say that primarily, our success is deriving from this recognition.





Engaged in researching and developing the formulation processes for various forms of generics products. With its well-staffed and well-equipped structure, R&D has always been the engine for Stella's high growth rate.

Over the years, R&D has got numerous distinctive achievements:

- Pioneer in setting the trend of BE study for local pharmaceutical manufacturers since 2005.
- Pioneer in developing and first launcher of top products on local market: Lamzidivir, Mifestad, Irbesartan, Esomeprazole, Clopidogrel...

R&D's achievements is based on its close cooperation with experienced international partners on regulatory, technical and technology transfer...





Section

04

Our Quality and Products

Many patients throughout the world do not have access to good healthcare because they cannot afford expensive medicines.

Our Stella Generics Products are constructed to address their needs with more than 200 high-quality products, both prescription and non-prescription, at an affordable cost.



At Stella

Quality is of utmost importance and a non-compromised principle.

Quality is a commitment, a built-in factor for all Stella's products.

Quality is created through constantly maintaining and improving every steps of production in compliance with stringent TQM and GMP.



We are focused

As a leading Generics Pharmaceutical Company, Stella is focusing on non-beta lactam products.

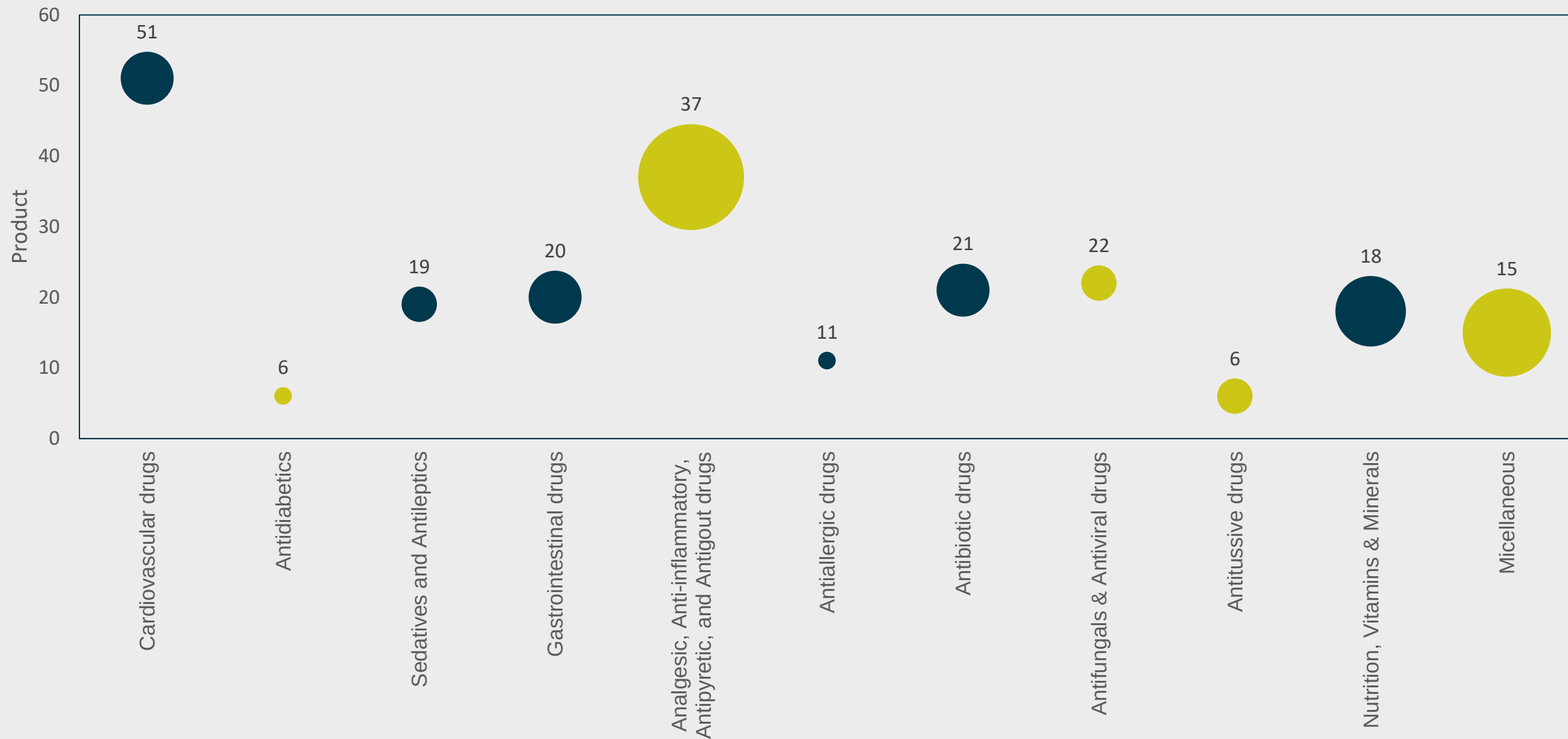
Our product portfolio aims to address chronic diseases of which the treatment costs may be prohibitively high to a major part of the community.



Our Products

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Treatment Categories



Our Products

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Products



Keamin



Algestad



Arastad 20



Bicimax



Cotrim 400/80



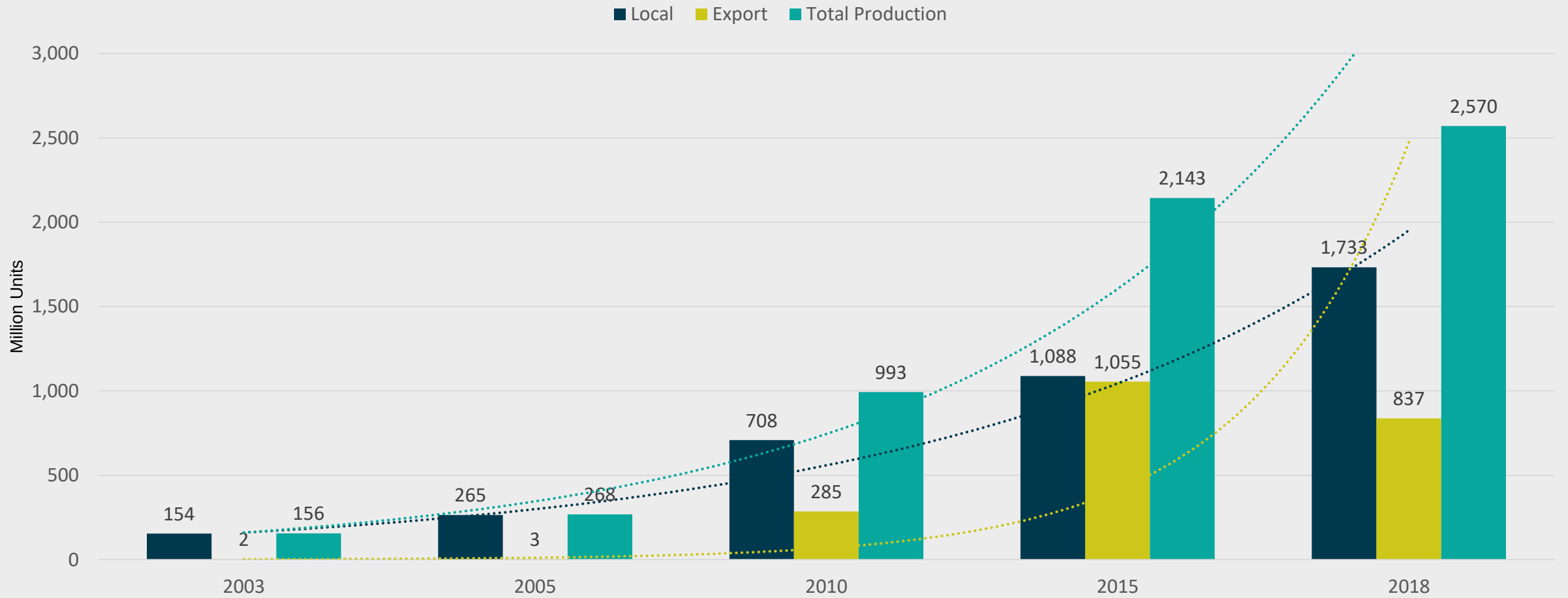
Mifestad 10



Stadfenac 100



Stadgentri





Section

05

Sale & Distribution

Stella has strong local and international presence with long-term, robust business partners whose distribution networks are strategically and globally located .

Our Distribution

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Distribution Network



Vietnam

In Vietnam, Stella, via our reputable distributors, has a nation-wide network that covers 63 cities and provinces, 180 hospitals and health centers, twenty thousand pharmacies and two thousand physician's clinics.

International

Since 2005, through committed and reliable partners, Stella has set its footprints in nearly 50 countries across Europe, Asia, Africa, and Middle East since 2008. The ongoing high growth rate is expected to be sustainable.

Our Partners

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Business Partners



Auxilto GmbH



STADA Arzneimittel



ALIUD PHARMA



EG LABO Eurogenerics



Hetero Labs Limited



Aenova GmbH



Hemofarm

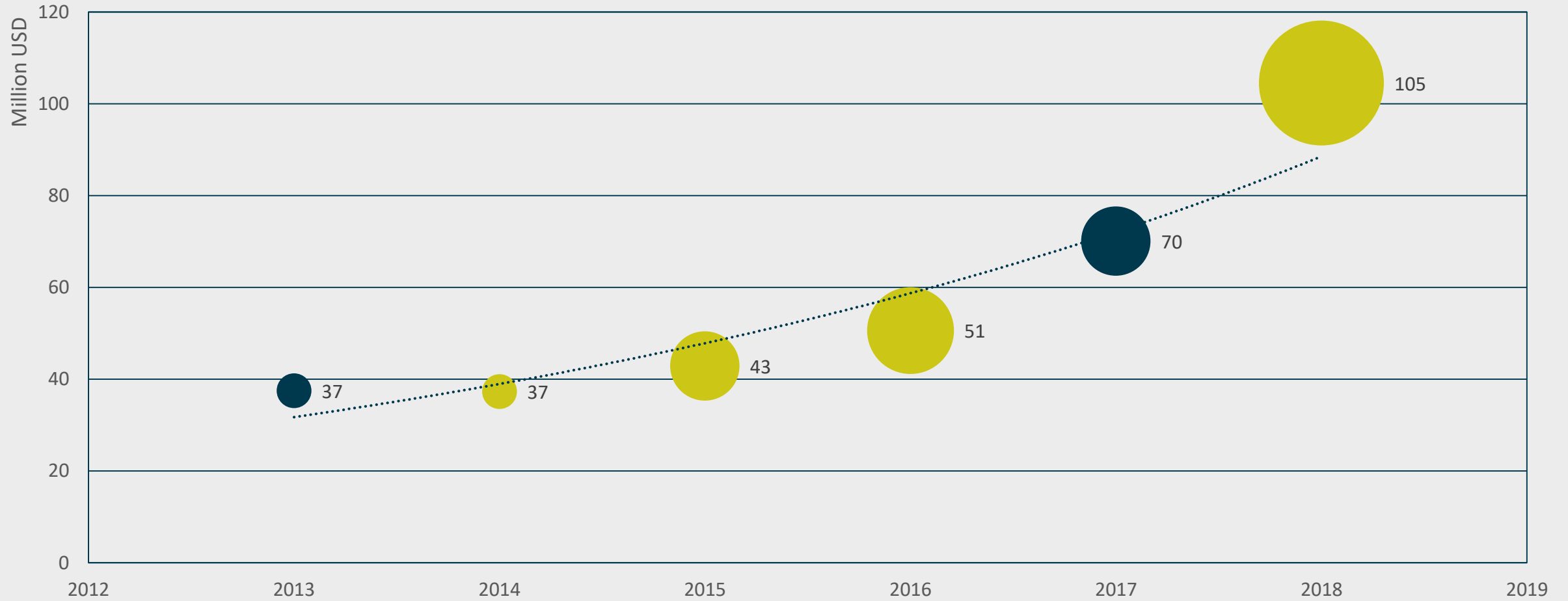


Khuong Duy Pharma

Our Sales

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Turnover



THANK
YOU!



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