



India Pavilion  
Vietnam Medi Pharma 03-05, August 2023  
Ho Chi Minh City, Vietnam  
ORGANISED UNDER IC SCHEME OF MSME MINISTRY

Event Coordinating Officer: Mr. Murali Krishna S, Director

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# PHARMEXCIL PARTICIPATION IN VIETNAM MEDI PHARM

## EVENT AT GLANCE:

The 21st International Medical, Hospital and Pharmaceutical Exhibition in Ho Chi Minh City - VIETNAM MEDIPHARM EXPO 2023 held during 03-05.August 2023 at Saigon Exhibition and Convention Centre (SECC) is organised by VINEXAD and Ho Chi Minh City Medical Equipment Association with Ministry of Health of Vietnam as the Host.

## Exhibitor & Visitors Participation:

- No. of Exhibitors: 450
- No of countries & territories participated: 22 countries ( mainly from China, Germany, India, Japan, Korea, Malaysia, Pakistan, Poland, Russia, Singapore, Taiwan, Thailand, Turkey, USA ,Vietnam etc)
- National Pavilions organised by: Germany, India, Korea, Malaysia, Turkey
- Visitors: 9,150 trade visitors and 2,800 public visitors from 25 countries and territories joined the event as Visitors

Pharmexcil with the support of MSME Ministry organised “India Pavilion” for the first time with participation of 24 companies from India side. Vietnam Medi Pharm 2023 has offered the best opportunity to network with companies from ASEAN and NEA regions. The following Pharma companies participated in the India pavilion,

## S.No Company Name

1	Arene Lifesciences Pvt Ltd	14	Pharmexcil
2	Cropel Lifesciences Pvt Ltd	15	Puneet Laboratories Pvt Ltd
3	Ecobliss India Pvt Ltd	16	Rasino Herbs Pvt Ltd
4	Endo-Med Technologies Private Limited	17	Shamshree Lifesciences Ltd
5	India Phosphate	18	Shreeji Pharma International
6	Kekule Pharma Ltd	19	SL Drugs & Pharmaceuticals
7	Macsen Laboratories	20	Smilax Laboratories Ltd
8	Maya Biotech Pvt Ltd	21	Spansules Pharmatech Pvt Ltd
9	Micromaster Laboratories Pvt Ltd	22	Teena Labs
10	Nem Laboratories Pvt Ltd	23	Virupaksha Laboratories Pvt Ltd
11	Niksan Pharmaceuticals	24	Vee Excel Drugs And Pharmaceuticals Private Limited
12	Patel Chem Specialities Pvt Ltd		
13	Pell Tech Healthcare Pvt Ltd	25	Waylink International

**Trade Enquiries generated: 75**

**Business Generated:** Few business deals are in progress

**MoU :** Proposed to sign MoUs with VCCI and INCHAM

## Brochures:

We have developed e-catalogue using bar code containing information about Indian Pharma industry and its Accreditations, contact details of the participants and distributed to the visitors and local pharma associations.

## Inaugural of India Pavilion

Mr. Mahesh Chand Giri, Consul & Head of Chancery, Consulate General of India, inaugurated "India pavilion" at Vietnam Medi Pharm in the presence of Mr Formosa Lu - President, Taiwan Bio-Medical Care Association (TBMCA), Mr. Hua Doan - Vice President, Medical Equipment Association & Mr. Murali, Director, Pharmexcil



Consul has assured his complete support for the exports of the products into Vietnam and suggested exporters to reach out to Embassy/Consulate Office for all the market and regulatory related information.

## INDIA-VIETNAM Pharma Business Forum

03.August.2023

**Organized by : Pharmaceuticals Export Promotion Council of India**

**Supported by : INCHAM and Consulate General of India, Ho Chi Minh City**

Mr.Mahesh Chand, Consul & Head of Chancery, Vietnam welcomed participation from India and suggested that such visits more frequently be organized by Pharmexcil for creating brand India pharma image. He suggested that Pharmaceuticals is one of the priority areas for both the nations and there is a great need for collaboration for access to quality and affordable generic and in Research & Development.

Local production has gained the attention and investment promotion has been the top priority for the Government of Vietnam and hence Indian companies should look at having joint ventures/collaborations for sustaining in the market in the long run.

Congratulating the efforts of Pharmexcil for hosting the first edition of India-Vietnam Pharma Business Forum, Consul suggested that the Regulatory authorities of both the countries i.e DAV and CDSCO should have regular interactions for a smooth trade.

Mr. Vipul Dholia, Board of Governors of INCHAM presented the regulatory developments and registration process with DAV.



### **Pharma Market Insight:**

The Pharma market in Vietnam is estimated at 8 bn USD with OTC market of 30 % and ETC market of 70%.

250 plus Local pharma manufacturers in Vietnam and among them 15 were EU GMP approved plants and expected to increase with policy reforms in pharmaceuticals.

The sale of prescription drugs in Vietnam is estimated to have amounted to VND90trn (USD3.9bn) in 2017 and expected to rise to VND162trn (USD6.7bn) by 2022 and VND264trn (USD10.5bn) by 2027, with a 10-year compound annual growth rate of 11.4% in local currency terms and 10.3% in US dollar terms.

Expect prescription drugs to account for a growing share of the overall market, rising gradually from its 75% of total medicine sales. The prescription medicines market will outpace growth in the OTC drugs segment over the coming years, mainly due to the import of expensive patented products and increased demand for sophisticated drugs.

Demographic and environmental trends will be some of the key drivers of the prescription market in Vietnam. Respiratory problems are on the rise, including asthma and chronic obstructive pulmonary disease, partly due to the high prevalence of smoking and partly due to poor air quality. Manufacturers of drugs in the respiratory therapeutic category will, therefore, have considerable room for expansion over the coming years.

Similarly, increased incidence of cancer, diabetes and hypertension among the Vietnamese population will provide scope for drugmakers to expand. The perception that patented and branded products are of higher quality than generic drugs is relatively widespread in Vietnam.

On June 12th, 2023, the Ministry of Finance issued Circular No. 41/2023/TT-BTC on changing fees in the field of pharmaceuticals and cosmetics, this circular will take effect from August 1st 2023. Accordingly, there will be some changes that our company will often meet such as: -

- Fee for submitting new registration dossier: 11.000.000 VND (old fee: 5.500.000 VND) (USD 462)
- Fee for submitting renewal dossier: 4.500.000 VND (old fee: 3.000.000 VND) (USD 190)
- Fee for submitting variation dossier: 1.500.000 VND (old fee: 1.000.000 VND) (USD 63)

**Areas of Cooperation/Opportunity:** Traditional medicines and medical devices imports have a great demand in Vietnam. There is a need for clear guidelines with respect to Ayush/traditional medicine product registrations. Ministry of Ayush to engage with Ministry of Health of Vietnam for framing of the guidelines/procedures for import into Vietnam.

Mr.Murali, Director ,Pharmexcil emphasized that Vietnam has brought reforms in Pharma policy and priority has been assigned to manufacturing of drugs indigenously and in the process of developing the industry, Vietnam is looking for partners from India in the area of Oncology, respiratory products and also some of APIs and drug intermediates and critical molecules which could be evaluated and go for JV/collaborations.

The timelines for registering food supplements and cosmetics with DAV is about 4months and 1 month respectively, which is a great opportunity to enter the market.

It is also understood from the discussions with various Vietnamese companies during the show, India could also be a viable partner for conducting contract research and contract manufacturing in pharma and Biosimilars.

While challenges exist in the market in terms of geographic discrimination with respect to government tenders supplies of pharmaceuticals. Keeping in view the reforms for indigenous manufacturing, the products approvals are being delayed (taking more than two years) and creating the need for re-verification of CoPPs issued by the State Drug Authorities of India.

On the regulatory front, we propose to have continuous dialogue and exchange of information between the regulators and positively look at considering Sumo moto approvals by DAV for the products manufactured in USFDA, UK,TGA, EMEA ect., subject to inspections later to avoid delays in approvals.

Pharmexcil during the Business Forum also indicated signing of MoU with Vietnam Chamber of Commerce & Industry (VCCI) to have stronger association and also brand India pharma activity at an active pace.

B2B Meetings: Followed by the Forum, about 30 companies from Vietnam side participated in the B2B and had meetings with India side at Exhibition. Companies participated in the Business Forum also visited the India Pavilion and had one to one business meetings.

## Drug Administration of Vietnam(DAV) visit to India Pavilion

Mr. Vu Tuan Cuong, Director of Vietnam Drug Administration visited India Pavilion and interacted with the exhibitors at Vietnam Medi Pharm 2023. Cooperation sought with DAV for enhanced market access with fast-track registration.

