

**DNVP Business Missions**

# **Hanoi**

# **Ho Chi Minh City**

**Vietnam Pharma Business Mission**  
6 December – 10 December 2010



**business mission brochure**

# PHARMA BUSINESS MISSION TO VIETNAM

6 December – 10 December 2010

In early 2010, a service provider for the pharmaceutical industry decided that it wanted to set up an operation in China. However, it needed to quickly gather accurate first hand information and gain a good feel of the situation on the ground. With the help of DN Venture Partners LLP, two of its executives went on an intensive week-long visit programme that took them to 3 key Chinese manufacturing hubs. They met with relevant industry players and government officials, and visited potential sites for setting up their local operation. The programme gave them with a good understanding of the local pharmaceutical operating environment and linked them up with potential clients and industry partners. The company is now in the process of establishing their first Chinese operations.

DN Venture Partners LLP has been conducting such business missions to Asia since 2005. We have helped senior executives from leading life sciences companies including Crucell, Merck-Serono and Lundbeck to develop valuable contacts and gain in-depth understanding of the region's life sciences industry. Our missions have contributed to their success in setting up manufacturing and R&D operations, business partnerships and investments in Asia.

The aim of the 2010 Vietnam Pharma Business Mission is to help pharmaceutical manufacturing companies and supporting firms seek out new opportunities in the Vietnamese pharmaceutical manufacturing industry. Through the mission, it is hoped that participants will be able to link up with potential clients and partners as well as meet with relevant government officials, industry organisations and other service providers to gain a broader perspective and a good understanding of the operating environment in Vietnam.

Vietnam is emerging as one of Asia's up and coming economies. It is one of the more populous country in South East Asia with a relatively young population and therefore holds tremendous potential for companies looking to invest long term in the region. After being admitted into the World Trade Organisation in 2007, Vietnam has being actively developing its domestic pharmaceutical industry which has historically been seen as disorganised and risky. Its government is encouraging the industry to improve its standards and capabilities as the entry of international players into market creates greater competition.

It has been estimated that Vietnam's pharmaceutical market is comparable in size to that of Malaysia and Pakistan, and it is growing with the increasing affluence of the population. The Vietnamese government, in its efforts to provide its citizens with access to better and more affordable healthcare, is also spurring the development of the sector. To continue its growth trajectory, the local industry among other things, have to raise its standards of production. This pressure provides a window of opportunity for pharmaceutical manufacturing companies and supporting firms to help the country leveled up its game.

If you are looking to discover business opportunities in Vietnam's pharmaceutical manufacturing industry as well as related sectors such as the nutraceutical and food manufacturing industries, take your first step by joining us in Hanoi and Ho Chi Minh this September!

## Mission Advantages

- Customised Visit Programme** tailored to the needs of participants
- Meet top company executives, senior officials and **Key Decision Makers**
- Small Mission Group Size** allows for better interactions and discussions
- Comprehensive package offers a **Cost- and Time-effective Solution**

## Testimonials

*"DNVP has provided an excellent service to Enterprise Ireland and our client companies in Asia through its very practical consulting services and business missions. Marvin Ng and his team have provided us and our Irish companies with valuable business development support that is knowledgeable, timely and effective. Working with DNVP has allowed us to tap into an extensive regional network of contacts, deep understanding of the Asian life sciences markets and strong domain knowledge. It is always a pleasure to work with Marvin and the team and we look forward to continuing to do so in the future."*

**Mr Patrick O’Riordan**  
**Director Singapore, Indonesia & the Philippines, Enterprise Ireland**

*"DNVP has very profound knowledge of the Asian Healthcare markets, offers exactly the customized solutions we need in a very professional way – a true added value to our business!"*

**Oliver Kubli**  
**Managing Director, Adamant Biomedical Investments AG**

*"I was very impressed with the trip to China organised by DN Ventures. The itinerary was well planned and organised and went off without a hitch. We had good consultation beforehand and we were able to make informed decisions on the itinerary. The visit got us into local government at a level that would have been difficult if not impossible without Marvin’s input. We also met some useful potential clients and got a very good “feel” for the state of play that allowed us more accurately hone our strategy."*

**Mr Brendan O’Regan**  
**CEO, Zenith Technologies**

## About the Mission

DN Venture Partners LLP, a Germany/Singapore-based business consultancy, is organising this private mission. We are offering a highly customised visit programme:

- Dates/Venue: 6 December 2010 to 10 December 2010  
6 – 8 December 2010, Hanoi  
8 – 10 December 2010, Ho Chi Minh City
- Objectives: Gain first hand understanding of the pharmaceutical manufacturing industry  
Seek out and evaluate potential market opportunities  
Meet government officials, Vietnam-based senior executives, potential clients and partners to establish a strong local network.
- Participants: Senior executives and managers from pharmaceutical manufacturing companies and supporting firms of the pharmaceutical manufacturing industry who are looking to establish or expand their company’s manufacturing and business activities in Vietnam.

## About DN Venture Partners

DN Venture Partners is a strategic market research and business consulting company specializing in the Asia-Pacific region. We offer customized, comprehensive business intelligence for companies looking to develop their business in Asia. With our experience and in-depth knowledge of Asia, we help our clients grow their businesses here. For more information about us, please visit [www.dn-venture.com](http://www.dn-venture.com)

## Tentative Schedule & Programme

DATE	VENUE	REMARKS
5 Dec	Hanoi	Arrival in Hanoi  Programme briefing at hotel
6 - 7 Dec	Hanoi	Hanoi programme commences  - Meetings with relevant organisations such as: <ul style="list-style-type: none"> <li>• Ministry of Health</li> <li>• Foreign Investment Agency</li> <li>• Vietnam Pharmaceutical Companies Association</li> </ul> - Meetings with Hanoi-based pharma and related companies  - Meetings with industry consultants (legal, human resource, etc)
8 Dec	Hanoi and HCMC	Hanoi programme continues  Transit Hanoi – HCMC  HCMC programme commences
9 – 10 Dec	HCMC	HCMC programme continues  - Meetings with HCMC-based pharma and related companies, e.g.: <ul style="list-style-type: none"> <li>• ICA Pharmaceuticals</li> <li>• Pharmedic</li> </ul> - Meetings with supporting companies for the pharma industry  - Meetings with relevant chambers of commerce  - Meetings with industry consultants (legal, human resource, etc)

## Important Details

Cost: 5,200 EUR per participant

Price includes:

- (a) 4 stars accommodation in Vietnam
- (b) economy airfare within Vietnam
- (c) ground transport
- (d) most meals
- (e) programme costs and briefing materials

Participants should anticipate limited additional expenses such as meals not listed on the itinerary and individual hotel incidentals. Those delegates requesting individual appointments as part of the mission may incur additional expenses for assistance by local organisations. Business class airfare, double-room occupancy, and spouse rates are available upon request.

The start point of the mission is Hanoi and the end point of the mission is Ho Chi Minh City. Please note that price does not include two-way airfare from your home country to Vietnam. If you need our assistance in making special travel arrangements, please contact us directly via email or phone.

Registration: Registration for this mission is due by October 30. Decisions will be made on October 30 regarding the content of the programme and if needed, the viability of the mission based on the number of confirmed participants at that time. DN Venture Partners LLP reserves the right to cancel the mission if there is insufficient number of participants. In such a situation, participants who have signed up and paid will be given a full refund of the amount paid.

To register for the mission, please complete the attached Mission Registration Form and send it along with a deposit payment of 1,200 EUR by October 30. After receiving your deposit, DN Venture Partners LLP will provide you with a draft itinerary, company profile and interest forms, and other necessary materials. An invoice for the remaining balance will be mailed or faxed shortly thereafter.

### **KEY DATES FOR REGISTRATION:**

Saturday, October 30, 2010  
Registration deposit of 1,200 EUR is due.

Monday, November 15, 2010  
Full payment is due.

Refund/Cancellation: DN Venture Partners must receive in writing, via email or fax, all cancellations.

### **KEY DATES FOR REFUNDS & CANCELLATIONS:**

Saturday, October 30, 2010  
Cancellations made before this date will receive full refund.

Sunday, October 31 - onwards  
Cancellations are subject to 1,200 EUR penalty.

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**DELEGATE REGISTRATION FORM**

*(Please complete and return to DN Venture Partners with 1,200 EUR deposit by 30 October 2010)*

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Name & Title: \_\_\_\_\_

Company/Organization: \_\_\_\_\_

Nature of Business: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Form of Payment:    Cheque     Telegraphic Transfer

**Disclaimer**

I acknowledge that DN Venture Partners LLP accepts no liability for any loss or damage suffered by any individual or company arising from or in any way connected with acts, incidents and occurrences happening in the lead up to, on or after the mission whether such acts, omissions, incidents and occurrences occur in countries visited or at any points in between. I hereby hold harmless DN Venture Partners LLP and its officers in respect to any claim which I may have arising in any way from my registration or participation of the mission.

DN Venture Partners LLP reserves the right to make changes to the visit programme at any time. DN Venture Partners LLP makes no representation that any meetings or events arranged by or on behalf of DN Venture Partners LLP are guaranteed to take place. Participants understand that no compensation will be given if such changes are made.

Participants are reminded that they should take out travel and other insurances that they may deem necessary to cover them for any accident, ill health, loss or damage which may occur during the mission.

I acknowledge that I am aware of the participant obligations as stated above and in the mission brochure and that this registration form is accurate and complete.

Name:

Signature:

Date:

Please return completed form by any of the following ways:

email: [marvin@dn-venture.com](mailto:marvin@dn-venture.com)

fax: +65-6777-9363

mail: DN Venture Partners LLP  
30 Raffles Place, #23-00 Chevron House  
Singapore 048622

Deposit of 1,200 EUR can be made in any of the following manner:

Cheque

Please send cheque to the above mailing address and make it to "DN Venture Partners LLP".

Telegraphic Transfer of EUR funds

Please provide the following information to your bank:

Beneficiary Name:	DN Venture Partners LLP
Account Number:	063-900384-5
Name of Beneficiary Bank:	DBS Bank Ltd, Singapore
Address of Beneficiary Bank:	6 Shenton Way, DBS Building, Singapore 068809
Country:	Singapore
SWIFT address:	DBSSSGSG

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DN Venture Partners can help you to achieve your commercial objectives, including contacts and market information. Good preparation is essential to make the most out of your participation and the valuable time and money you plan to invest in it. Please consider carefully whether you need any help. For further information, please contact:

In Singapore

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Attention: Mr Marvin NG, email: [marvin@dn-venture.com](mailto:marvin@dn-venture.com)

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Attention: Dr. Klaus PLATE, email: [europe@dn-venture.com](mailto:europe@dn-venture.com)

# DN Venture Partners

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