



SYNERGY PHARMA

THINK GENERICS,
THINK US

 83 Street 02, Phu My Urban Area, Phu My Ward, District 07, Ho Chi Minh, Viet Nam

 admin@synergypharmaco.com

 +84 90 7230 391

 www.synergypharmaco.com

Background

SYNERGY PHARMA



Synergy Pharma is a Hong Kong registered dynamic marketing company involved in Sales, Distribution and Marketing of Pharmaceutical Products in Vietnam. Established in Year 2015, Synergy started operations under the representative office in Ho Chi Minh City, Vietnam. Viet Tin Pharmaceutical Company Limited is a Vietnamese registered local company with GDP (Good Distribution Practice Certificate), which is a subsidiary of Synergy Pharma, and applicant of all the Pharmaceutical Products registered in Vietnam. Since our operations started in 2017, Synergy Pharma has transformed from a small team into a trusted partner in the Vietnamese market. Recognizing the market's potential, we promptly began registering products and building an expansive network of local distributors nationwide. By 2019, our operations were profitable, enabling us to expand our regulatory team and improve product licensing times. We have also diversified our product offerings through partnerships with suppliers in India, Turkey, South Korea, the Philippines, Spain, and other countries. Our approach has allowed us to maximize resources and expand all across Vietnam, meeting growing regional demand.

THINK GENERICS, THINK US

VISION & MISSION



OUR MISSION

AT SYNERGY PHARMA, OUR MISSION IS TO ENHANCE HEALTHCARE BY PROVIDING HIGH-QUALITY, SAFE, AND ETHICALLY PRODUCED MEDICINES AT AFFORDABLE COSTS. WE ARE COMMITTED TO SERVING PATIENTS, HEALTHCARE PROVIDERS, SUPPLIERS, AND PARTNERS – BOTH IN VIETNAM AND ACROSS THE GLOBE – THROUGH INTEGRITY, INNOVATION, AND LASTING COLLABORATION. BECAUSE WHEN YOU **THINK GENERICS, YOU THINK US.**

OUR VISION

At Synergy Pharma, our vision is to continue delivering top-notch, generic medicines at reasonable prices to our customers in Vietnam. We remain committed to ensuring reliable quality and a consistent, on-time supply for over-the-counter (OTC) channels, sourced exclusively from our EU-GMP accredited manufacturers.

Building on our track record of excellence, a key priority in our journey forward is the registration of trademarks and protection of intellectual property – steps that will ensure safety, security, and long-term value for our customers and partners. Our "one-stop solution" strategy will expand to include market research insights, regulatory consultancy, and streamlined distribution services for our core suppliers, enabling us to create a more integrated and efficient pharmaceutical ecosystem.

Meet Our TEAM



Ms. Teena Gupta
Chief Representative



Mr. Deepak Gupta
Director of Synergy Pharma



Ms. Thao Vo Thi Thu
Director of Vietin Pharma



Ms. Mui Nguyen Kim
Cross-Dept.
Facilitator
& Director assistant



Ms. Truc Nguyen
Regulatory Affair
Manager



**Ms. Thuy Nguyen
Thi Ngan**
Import Dept
Assistance



**Mr. Tai
Truong Tan**
Sales
Manager



**Ms. Thi Phan
Anh Ngoc**
Admin Manager



Ms. Thuy Tran Thi Mong
Assistant Regulatory
Affair Manager



Mr. Tai Nguyen Tan
Regulatory Affair
Officer



**Ms. Dung Le
Thi Kieu**
Company
Pharmacist

Meet Our Director

Certifications:

- Bachelors of Pharmaceutical Science
- Executive Masters of Business Administration (eMBA) from NUS Singapore



Deepak Gupta

After completing my bachelors in pharmaceutical science and working in the industry for over 10 years, I gained exceptional experience and knowledge to lead a team that originally consisted of only three members - Me and my two friends. In the growing yet challenging Vietnamese landscape, it took courage, determination, and perseverance to establish Synergy Pharma in 2015. With limited financial backing for the growth of Synergy Pharma, I decided to leave it up to faith and see where this new, terrifying journey would take us. Today, Synergy Pharma stands as a one-stop solution for our partners in Vietnam, providing high-quality, affordable, and ethically produced medicine. From just the three of us, our team has grown to include 25 highly skilled professionals, each contributing to our shared mission and success. We now import products from countries across the globe—including Australia, Turkey, Bulgaria, the Philippines, Korea, India, Greece, and more. With strong partnerships with Vietnam's Ministry of Health (MOH) and expanding relationships with local suppliers, Synergy Pharma is rapidly becoming the first-choice partner for manufacturers worldwide. We strive to serve both local and global communities through generic medicine innovations. This is what "Think Generics, Think Us" represents, it's all about taking one step forward—towards excellence, towards better healthcare, and towards making a difference for the community we live in.

SYNERGY'S PARTNERSHIPS AROUND THE WORLD



After 11 years, **Synergy Pharma** has been successfully alliances with over 20 manufacturers across the globe with major partners who are from India, The Philippines, Ukraine, Turkey, Spain, Greece, Germany, Korea, and major operations with more than 100 distributors across all Vietnam. We are honored to supply the community around 165 millions units of medical products per year, with company turnover resulting in over 11 million USD annually.

Background

Vietnamese Pharmaceutical Landscape

Total drug consumption and expenditure per capita on medicine in Vietnam



Vietnam has experienced significant economic growth in recent years. With a population of over 97 million people, the country has become an attractive market for various industries, including pharmaceuticals.



The Vietnamese pharmaceutical market has shown steady growth with a compound annual growth rate of approximately 10%. This is expected to continue as the population ages and the prevalence of chronic diseases increases.



In Vietnam, customers tend to prioritize affordable and accessible healthcare options. As a result, generic drugs have become increasingly popular, accounting for a significant portion of the pharmaceutical market.



Currently, Vietnam's technological advancement and innovation in pharmaceutical R&D remain in the early stages of growth. Vietnam's population is relatively young, with a median age lower than many developed nations, making it challenging to expand the pharmaceutical industry with low prevalence of age-related and chronic diseases.

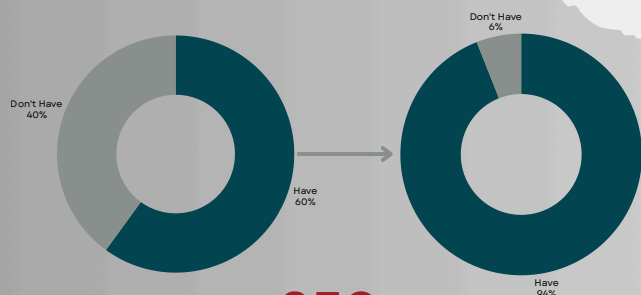
CONSUMER TRENDS IN VIETNAM

Industry Market Research

LOCAL CONSUMER TRENDS

A report by the Vietnam Social Insurance Agency notes that in 2010, only 60% of the population had health insurance, rising to 94% by 2024. Whereas, Vietnam's urbanization rate is expected to exceed 45% in 2025, with 41.4% of the population living in urban areas (Worldometer).

Health Insurance in 2010 vs 2024



250
manufacturing plants.

200
import-export
facilities.

4,300
wholesale agents.

&
62,000+
retail agents.

Despite strong growth, domestic production meets only 53% of pharmaceutical demand. In 2018, Vietnam spent nearly US\$2.8 billion on pharmaceutical imports, rising to US\$4.4 billion in 2024 according to the GSO (Vietnam Economic Times). Key import markets include France, Germany, India, the U.S., South Korea, Italy, and Belgium, with antibiotics as the leading import.

CHALLENGES

One key challenge for foreign pharmaceutical businesses operating in Vietnam is that FDI logistics and foreign pharmaceutical companies cannot directly distribute products and must rely on domestic distributors.

However, the distribution network is still fragmented, inefficient, and suffers from poor transparency. Therefore, a major challenge for MNCs operating in Vietnam is the potential delays in regulatory approval for new medicines. The Drug Administration of Vietnam remains the only branch of the Ministry of Health responsible for managing and approving market authorization, assessing GMP, and releasing business and product licenses.

Therefore, Initial reviews can take up to a year, clinical trials at least three years, and stability data assessments another year. This lengthy process may hinder competitiveness and delay approvals in the U.S. and European markets, making it harder for companies to recoup investments.

OPPORTUNITIES

Unlike China and India, local competition in Vietnam for innovative and complex pharmaceutical products is limited, as most domestic manufacturers remain small or medium-sized with limited resources, capital, R&D, and underdeveloped supply chains. Therefore, with the right strategy, foreign pharmaceutical firms can tap into early-stage supply chains while benefiting from low labor and raw material costs.

Despite existing barriers, the most effective way to enter and establish in the Vietnamese market is through a local partner with strong distributor connections. While Vietnam aims to reduce import dependence and grow its domestic industry, most drugs and raw materials are still imported—offering foreign firms a strategic entry point into the Vietnamese supply chain.

WHY SHOULD YOU CHOOSE SYNERGY PHARMA?

Company Milestones



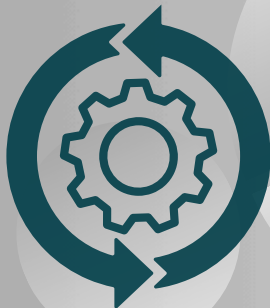
Established
in 2015



Headquarters
in Hong Kong



Established
Synergy's rep office
in Vietnam



Introduced Vietin
Pharma in 2017



Annual Revenue of
16+ million USD



25+ Employees
contributing to the
team's success



Product procurement
in 10+ countries



Trading & Distribution
all across Vietnam

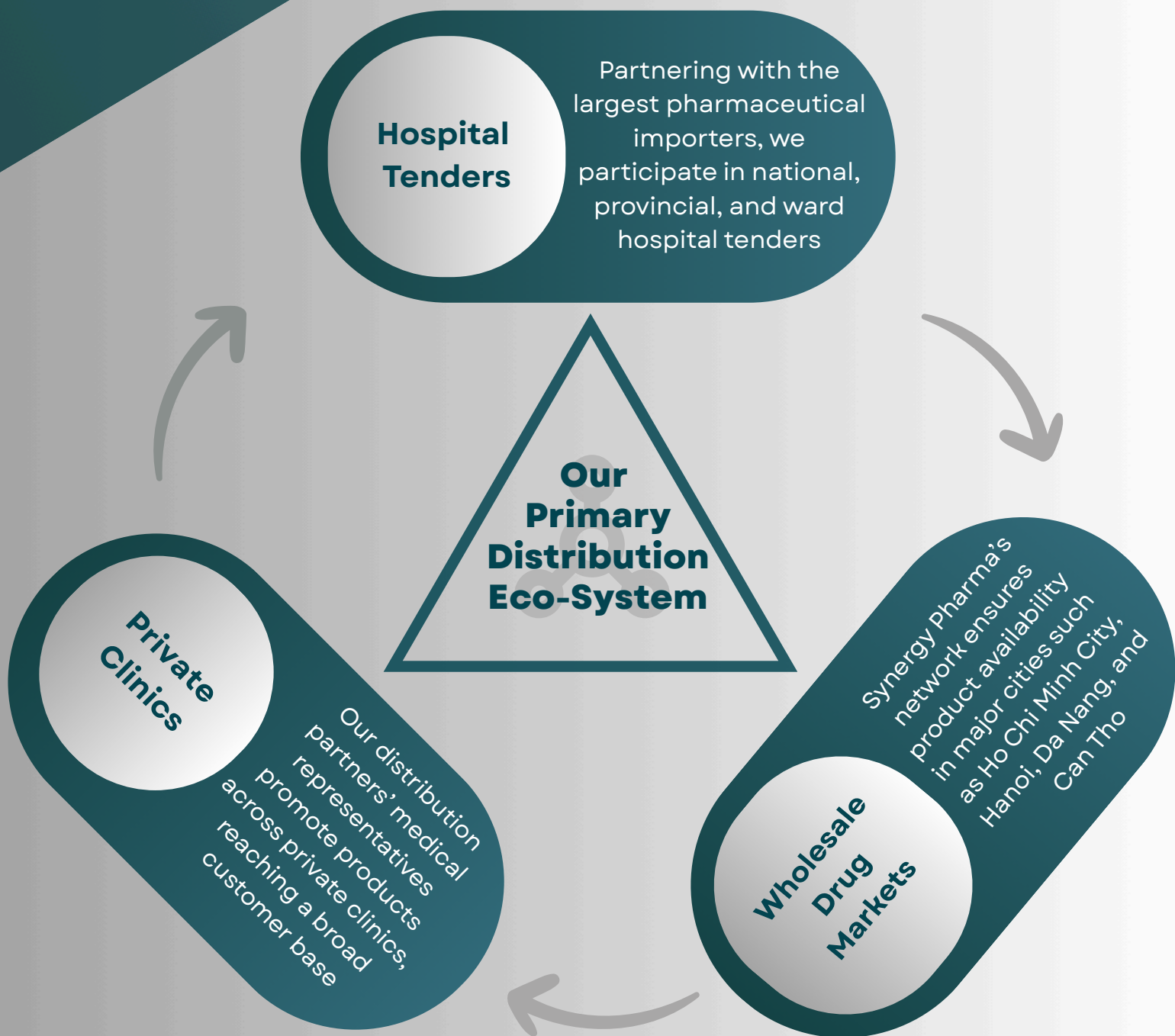


Established our own
regulatory team in 2020

Our Key Highlights

- With a **well-established network of over 100 distributors**, Synergy Pharma is proud to partner with some of the most prominent and long-standing companies in Vietnam's pharmaceutical sector.
- Direct partnerships with local distributors can carry certain risks, as market challenges or shifting priorities may impact their commitment. However, **Synergy Pharma's broad and flexible distribution network** mitigates these risks by maintaining close relationships with multiple distributors.
- Synergy Pharma is committed to upholding a high level of accountability for product quality, brand reputation, and market alignment.

OUR STRATEGIC DISTRIBUTION NETWORK





OUR SERVICES & REGULATORY AFFAIRS MANAGEMENT

International pharmaceutical companies seeking entry into Vietnam can:

- **Collaborating with Synergy Pharma under a Confidential Distribution Agreement (CDA):** Provides comprehensive market entry support. Through our deep market insights, regulatory expertise, and established distribution network, foreign suppliers gain immediate access to registration assistance and cost-effective entry strategies, making it a clever choice for a successful launch in Vietnam.

➔ **Registration of Drug Products**

➔ **Regulatory support for businesses**

➔ **Dossier Compilation**

➔ **Regulatory Filings & Approvals**

➔ **Ongoing Compliance**

➔ **Strategic Life Cycle Monitoring**

Our Unique Value Propositions

& Why You Should Choose Us

➔ Regulatory Support For Businesses

- With a well-experienced regulatory team, Synergy Pharma compiles dossier follow-ups with the Drug Administration Department of Vietnam (DAV) until final registration of products.

➔ Market Expertise

- With over 11 years of experience in Vietnam's pharmaceutical industry, Synergy Pharma has developed a profound understanding of market dynamics and regulatory frameworks, enabling us to anticipate and navigate challenges effectively.

➔ Strategic Location

- Our regulatory team operates in Hanoi in collaboration with the Ministry of Health (MOH), allowing us direct access to their resources and efficient regulatory support for our partners.

➔ Reliable Distribution Network

- Synergy Pharma manages a network of over 100 distributors globally and across Vietnam, with specialized therapeutic expertise. Our partnerships are based on strategic selection, ensuring product compatibility and market reach.

➔ Long-Term Partnerships

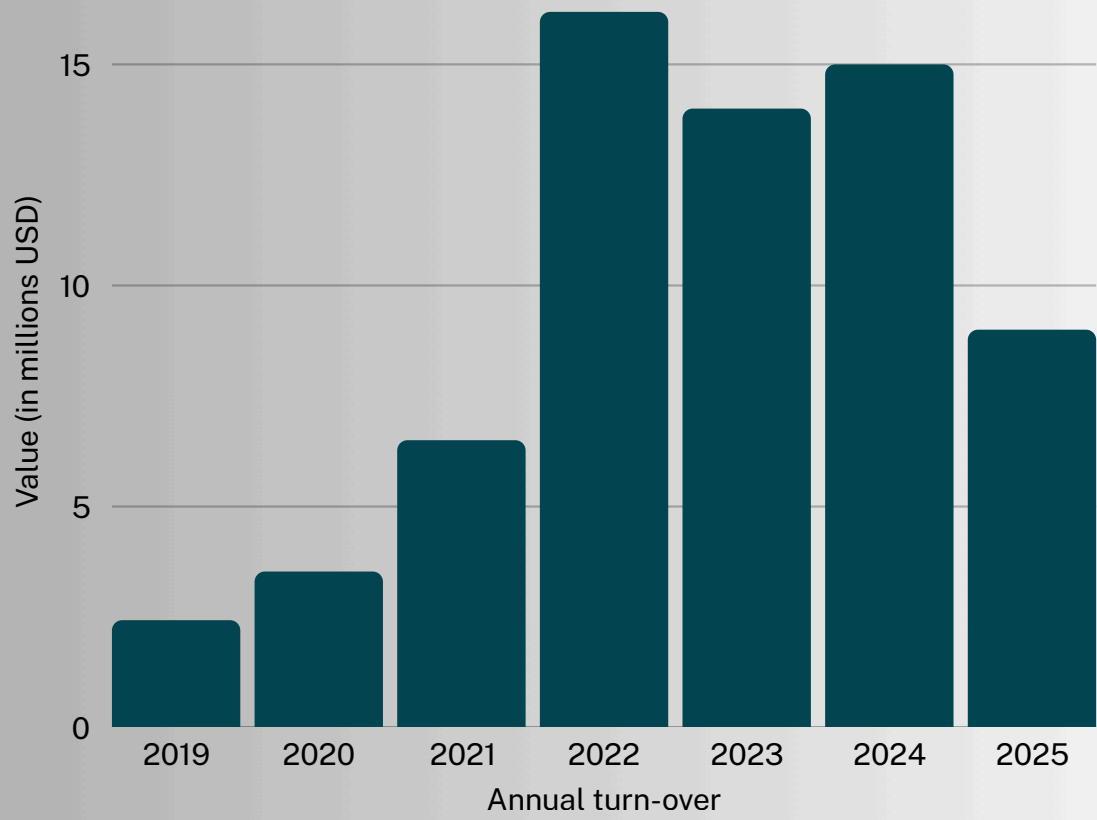
- Every manufacturer who has partnered with Synergy Pharma was exceptionally satisfied by our services and work ethic, continuing to operate successfully in Vietnam by often exceeding sales projections.

➔ Market Intelligence & Strategic Insight

- Our extensive distributor network offers valuable insights into market trends, regulatory developments, and customer preferences. This enables Synergy Pharma to advise partners proactively, ensuring preparedness.

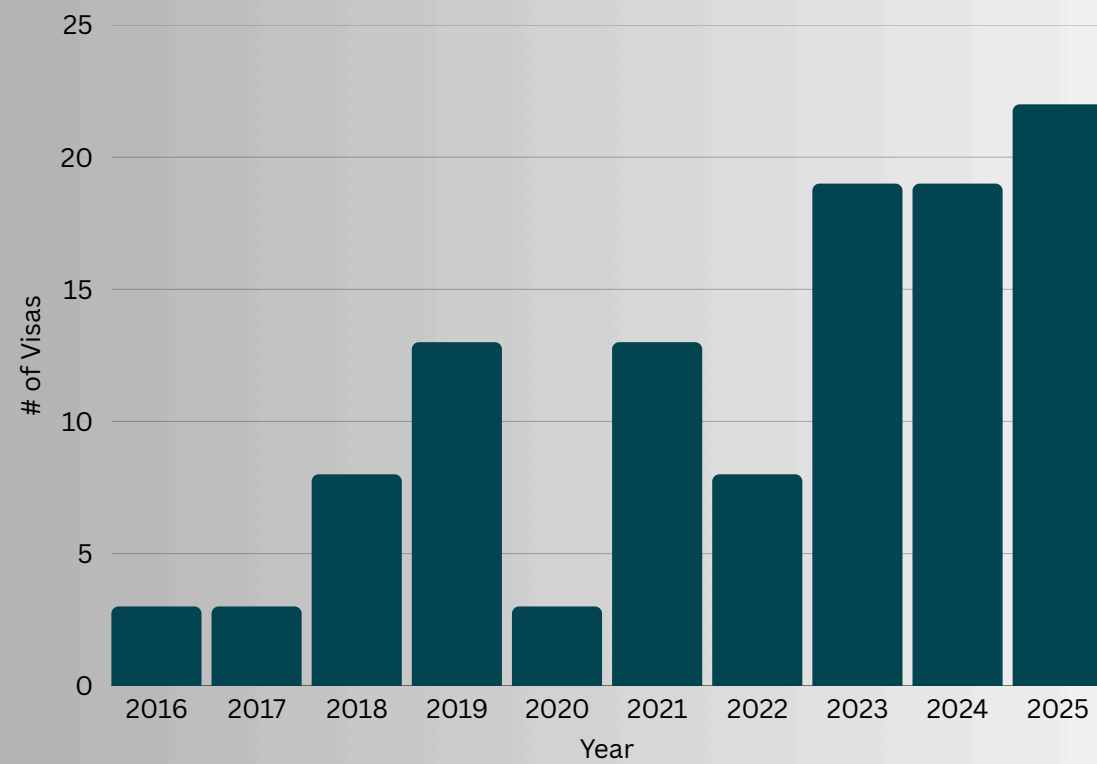
SOME COMPANY STATISTICS.

Our Annual Turn-Over From FY 2019-2024



(source: Based on company audited financial statements)

Number of Visas that Synergy Pharma received across the years



A GLANCE AT OUR PRODUCTS

Product: Miduc

Active Ingredient:
Itraconazol
100mg



Product: Omsergy

Active Ingredient:
Omeprazole 20mg

Product: Choncylox



Active Ingredient:

Levofloxacin
500mg



Product:
Sinegra 50mg
Active Ingredient:
Sildenafil
50mg



Product:

Itsup 100

Active Ingredient:
Sildenafil
100mg



Product: Keday
XR 200mg



Active Ingredient:

Quetiapin
200mg



OUR KEY SUPPLIERS



OUR KEY IMPORTERS



A SMALL GLIMPSE OF OUR TEAM



FUTURE

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Synergy Pharma is dedicated to building lasting, positive relationships with all stakeholders. To further enhance our operations, we will implement a strategic feedback system designed to collect valuable insights from employees, customers, and suppliers, ensuring that our daily practices involve continuous improvement through consistent analysis.

Synergy Pharma is committed to growth and value creation for our principals, customers, employees, and stakeholders. We aim to increase our product registrations significantly, focusing on key therapeutic areas such as gynecology, pediatrics, respiratory, and psychiatry. All in all, Synergy Pharma is ready to support our partners in meeting Vietnam's growing demand for high-quality medicine.

Think Generics, Think Us!

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GOALS



Contact Us



www.synergypharmaco.com



+84 90 7230 391 (Director)
+84 93 9444801 (Admin)



admin@synergypharmaco.com

