



Biotechnological & Pharmaceutical

REPORT OF BUSINESS ACTIVITIES 2007 AND BUSINESS PLAN 2008

1. REPORT OF BUSINESS ACTIVITIES 2007:

1.1 Company main product groups:

Currently, ICA has over 50 products which were permitted for registration and launching to nationwide market by Minister of Health. ICA's products comprise some main groups:

- Antibiotics
- Anti-histamine
- Anti-inflammatory, symptomatic treatment of fever, relief of painful disorders.
- Antivirus
- Treatment of heart disease, diabetic treatment
- Cholesterol
- Treatment of erectile dysfunction
- Treatment of gastric and duodenal
- Hepatic protectors
- Ophthalmic preparations
- Vitamins - minerals
- Skin & hair protectors
- Dermatologicals
- ICA has factory which meet standards of WHO-GMP/GSP/GLP, locates at VSIP and specifes in producing hard capsule and (tablet and hard tablet) and granule. Since 2008, ICA will expand factory and produce eyedrop monodose
- KUP (Korea United Pharma) and PIP (Phil Inter Pharma) produce soft capsule, cream for skin usage. These factories are closed partners who have over 10 years relationship and most of their products are under ICA's brand names
- Imported goods : Injectable products and the specific others

ICA's product groups were produced in many different kinds.: tablet, film-coated tablet, hard capsule, soft capsule, granule, cream with many different packaging size. Packagings were specially designed by good quality to ensure quality in accordance with international standards.

1.2 Production quantity in year 2007:

No	Kind of product	unit	year 2007	year 2006	% (+)/(-)
1	Tablet	Viên	48.609.168	12.441.384	390,70%
2	Hard capsule	Viên	38.616.880	23.016.880	167,77%
3	Granule	Gói	2.080.820	1.070.940	194,29%

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1.3 Revenue, net profit fro fit year 2007:

Unit : '000 ñàng

Items	year 2007	year 2006	% (+)/(-)
Net sales	274.548.712	81.910.710	335,18%
* <i>Self manufactured</i>	148.232.699	54.973.305	269,64%
* <i>Domestic and imported goods</i>	126.316.013	26.937.405	468,92%
Profit from production activities	93.887.216	16.136.176	581,84%
Other profit	0	- 503.174	
Profit before tax	93.887.216	15.633.002	600,57%
Profit after tax	86.535.294	14.460.527	598,42%

1.4 Production activities:

- Maintain stable manufacturing, maximize capacity of machinery and avoid wasting times
- ICA had advanced production lines, which was invested and designed in accordance with Europe standards
- Improve operation system, maintenance, safety, analysis, combination of process between all departments in factory
- Set up material usage standard system. This is the way to reduce expenses and product cost.
- Labour safety was set up and improved as the most priority

1.5 Business activities and product distribution system

- Ensure 95% production quantity was sold. Strictly follow up domestic and overseas markets, imported production situation and issue tailored prices
- Well perform legal documents such as selling policy, agent's procedure, selling and agent contracts
- Hold Clients meeting to listen feedback from clients, and create tight relation with potential customers
- Set up and expand distribution chanel, exclusive agents, focus on selling products in big hospitals, and all distribution chanel in maint districts in city
- Prepare makerting plan for leading brands and priority product groups in order to maximise sales and launch to market different products with the same brand.

2. BUSINESS PLAN OF YEAR 2008:

2.1 Business Plan of year 2008:

- Based on successes and achievements in the past, ability of company as well as strong & weak points



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- Due to affection from international financial situation and fluctuation of money, oil, gold, capital market.....
- Due to affection of inflation in the world and especially in Vietnam.
- Tendency of Material costs has incessantly increased .

Based on the above conditions ICA sets up Business Plan for the year 2008 and ensures stable development in consecutive years

Plan of production quantity of year 2008:

No	Kind of product	Unit	Year 2008	Year 2007	% (+)/(-)
1	Viên nén	Tablet	50.175.723	48.609.168	103,22%
2	Viên nang cứng	Tablet	38.845.040	38.616.880	100,59%
3	Thuốc cốm	Parcel	2.139.680	2.080.820	102,82%

Plan of Sales and Profit of year 2008:

Unit : '000 ñoàng

Items	Year 2008	Year 2007	% (+)/(-)
Net Sales	338.381.169	274.548.712	123,25%
* <i>Self manufactured</i>	186.990.593	148.232.699	126,15%
* <i>Domestic and imported Goods</i>	151.390.576	126.316.013	119,85%
Profit before tax	119.482.062	93.887.216	127,26%
Profit after tax	110.520.907	86.535.294	127,71%

2.2 Some main duties of company in year 2008:

- Manage and ensure manufacturing safely in accordance with plans, and strategies
- Expand, develop current products and research, study new products in the market
- Develop and enhance distribution channels in nationwide market with suitable promotion and tailored price policies
- Speed up investment in diversified products, co-operate with investors in significant and long term projects
- Improve staff benefits by specific activities such as good favors for talents

Manufacturing:

- Company will continue selling to market current main products such as Tobicom, Adagrin, Fortec, Amitase Coxlec that have high sales and good impression on their brand
- Invest more capital on potential product groups such as Cardiovasvascular drugs, Antidiabetics, Analgesics and anti-inflammatories (new generation)
- Research and study technology transfer of all products that are being imported to ICA



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- Co-operate with significant partners in overseas in order to buy franchise, brand or production line.

Trading:

- Continue maintaining and developing product groups that have long time prestige and success in Vietnam market such as Homtamin Ginseng, Hirmen, Bretam, Alka Kogina, Korean Ginseng, Fortec A... These products were produced by 2 ICA's partners located at VSIP
- Concern on importing all products from overseas such as Eganin, Pho-L, Fortec-L, Kyolic and the other injectable products

Marketing:

- Set up marketing strategies and introduce ICA's self manufactured and imported products in accordance with requirement of markets and big hospitals
- Develop Pharmacies system in order to build up an image and brand name of company's products

Selling and distribution system:

- Closed co-operated with main distributed agents to speed up sales to all hospitals, agents, clinics in nationwide market
- Set up again selling policies and distribution channels in accordance with the current financial situation of company or economic situation of Vietnam

Above is report of business activities year 2007 and Business plan 2008 of ICA Biotechnological & Pharmaceutical

We would appreciate if you could give company your advices and comments

Best regards

On behalf of Board of Management

Chairman

NGO VAN TOAN