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Eisai Co., Ltd.

EISAI ESTABLISHES PHARMA SALES SUBSIDIARY IN VIETNAM

Eisai Co., Ltd. (Headquarters: Tokyo, CEO: Haruo Naito, "Eisai") announced today that it has established a new pharmaceutical sales subsidiary in Ho Chi Minh City, Socialist Republic of Viet Nam ("Vietnam"), which will be named Eisai Vietnam Co., Ltd. ("Eisai Vietnam"). Eisai Vietnam is a wholly owned subsidiary of Eisai.

The pharmaceutical market in Vietnam is surpassed in size only by those of Thailand and the Philippines within the Association of South East Asian Nations (ASEAN), with the market size reaching 4,199 million USD in 2019¹. The compound annual growth rate of the Vietnamese pharmaceutical market from 2014 to 2019 was +10.6%¹, and it is expected that this market rate will continue to grow in the double digits. In 1992, Eisai (Thailand) Marketing Co., Ltd., a pharmaceutical sales subsidiary of Eisai, started business in Vietnam through a local agency. Eisai opened a representative office in Ho Chi Minh City in 1995, and mainly markets the proton-pump inhibitor Pariet[®], muscle relaxant Myonal[®], peripheral neuropathy treatment Methycobal[®], and others.

In addition, regarding its global products in Vietnam, Eisai recently launched its antiepileptic drug Fycompa[®] in October 2019, and obtained marketing approval for the anti-cancer agent Lenvima[®] in June 2020. Eisai has also filed for regulatory approval for the in-house developed anti-cancer agent Halaven[®].

With the establishment of Eisai Vietnam, Eisai aims to enhance its own drug sales system in Vietnam, deliver innovative new drugs to more patients in Vietnam, and contribute to improving the benefits of patients and their families.

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[Notes to editors]

1. Outline of Eisai Vietnam

- 1) Company Name: Eisai Vietnam Co., Ltd.
- 2) Location: Ho Chi Minh City, Socialist Republic of Viet Nam
- 3) Scope of Business: Import and marketing of pharmaceutical products (provisional)
- 4) Charter Capital: 20,857.5 million dong (approximately 100 million JPY)
- 5) Major Shareholder: Eisai Co., Ltd.
- 6) Date of Establishment: September 14, 2020 (local time)

2. About the Pharmaceutical Market in Vietnam

The population of Vietnam is about 94.67 million, and the real GDP growth rate of Vietnam is high at 7.08%. The Vietnamese pharmaceutical market has maintained double-digit growth for over five years. Also, it is expected that the Vietnamese pharmaceutical market will continue to grow strongly due to expansion of the middle-income group based on Vietnam's economic growth and an increase in the number of patients with non-communicable diseases, etc. In Vietnam, there is a public insurance system called VSS (Vietnam Social Security) that is covered by labor-funded insurance premiums, contributions/subsidies from the government, and operating profits. Hence, the Vietnamese government is instigating efforts to realize universal health insurance through this system.

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