

DHG PHARMACEUTICAL JSC
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Founded: 02/Sep/1974
Equitized: 02/Sep/2004
Listed: 21/Dec/2006

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Information to investors

1H 2014 consolidated sales structure by function (Audited figures):

Net sales: **VND 1,693 bn** (100%, growing by 13.3%)

In which:

- In-house goods: **VND 1,555.7 bn** (91.89%, growing by 15.0%)
- Merchandise, material trading: **VND 131 bn**
(accounted for 7.74%, growing by -1.2%)
- Tourism: **VND 6.3 bn** (0.37%, growing by -27%)

1H2014 audited consolidated sales gives a difference (reduction of VND 10.5 bn) compared with the unaudited statement which not recording the promotion sales. Correction data is corresponding to the same period; 1H2014 audited net sales grew by 13.3% (9.9% is a figure which was disclosed in the IR News No.12).

Consolidated sales structure of 8 months 2014 by function:

Net sales: **VND 2,315.6 bn** (100%, growing by 15.4%)

In which:

- In-house goods: **VND 2,118.7 bn** (91.5%, growing by 18.8%)
- Merchandise, material trading: **VND 184.4 bn**
(accounted for 7.96%, growing by -10.03%)
- Tourism: **VND 12.5 bn** (0.54%, growing by -31.2%)

Business result in 8 months 2014:

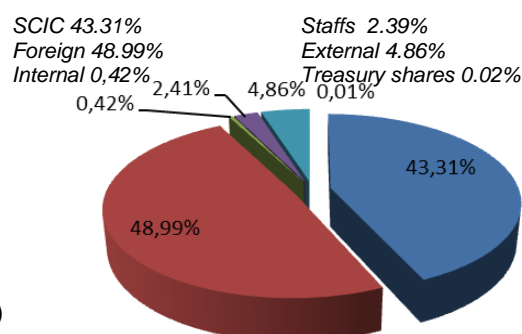
Item	8 months/ 2014	Yoy	Performance/year plan
Net sales	VND 2,315,6 bn	15.4%	59.7%
Profit before tax	VND 469.4 bn	-11.2%	-
Profit before tax (not including sales from financial activities and abnormal income from Eugica)	VND 445 bn	19.7%	64.9%

IR ACTIVITIES OF AUG & SEP 2014

IR activities

- Carried out **24** direct meetings with **75** domestic and foreign investment funds.
- Introduced DHG to **Vietnam enterprise 2014** festival organized by Daiwa on 5 Sep 2014 at Singapore and to **Gateway to Viet Nam 2014** festival organized by Saigon Securities Inc (SSI). at HCMC on 11 Sep 2014.

Shareholder structure on 22/07/2014



Major: SCIC 43.31%; Franklin Templeton Investment Funds (9.30%), Portal Global Limited (7.20%)

Export sales in 8 months 2014 is VND15.3 bn (+ 24% yoy).

Categories sales in 8 months 2014 is VND 1,966 bn, (accounted for 92.8% total sales, + 20,87% yoy).

Merchandise, material trading decreased by 10.03% because DHG did not distribute Eugica products in 2014. In 8 months 2014, VND 109.6 bn is recorded in Eugica distribution sales.

DHG HOT NEWS

Regarding export development in Myanmar:

Realizing that Myanmar is an open, potential market and it is similar to Vietnam market. In the 2014 strategy, DHG has worked out a development plan of Myanmar market with 2 orientations:

1. Building a plant in Myanmar: DHG will buy 72.86% shares of ASV Pharma Vietnam to hold indirectly 51% shares of ASV Joint-venture Company in Myanmar (because ASV Pharma Vietnam holds 70% shares of ASV Pharma Myanmar). ASV Pharma Myanmar has issued a construction licence for the GMP WHO pharmaceutical factory project in Myanmar. Investment objective: Through the joint-venture investment in new factory construction in Myanmar, DHG will develop its export; increase its scale and its income from DHG's product formula transfer.
2. Expanding distribution network and marketing investment: Currently, DHG currently has 2 clients in Myanmar with 17 visa numbers being circulated in this market and expected to increase more 5 at early 2015. DHG will continue interacting with existing partners and developing new partnerships.

Implementation schedule:

1. Building the plant in Myanmar: After negotiating, hiring a consultant firm for financial and legal appraisal, DHG has identified some inappropriate matters; so we decided to stop investment of VND 91.075 bn for share purchase of ASV Pharma Myanmar. DHG have not implemented money transfer yet.
2. Expanding distribution network and marketing investment: On July 2014, DHG organized a survey in Myanmar. From the obtained information and results, the Board of Management decides to promote the export development to Myanmar by implementing professional marketing activities, approaching consumers and physicians to understand more market demand, to launch new products in 2015.

This news is made in order to provide investors with update information on trading, production, investment activities, the progress of current projects, the decisions and strategies of Board of Directors, Board of Management of DHG Pharmaceutical Joint-Stock Company (DHG).

Beside, DHG's IR Board would like to share its activities with investors in order to reaffirm the role of investors in DHG's "tripod" strategy (shareholders – customers – employees).