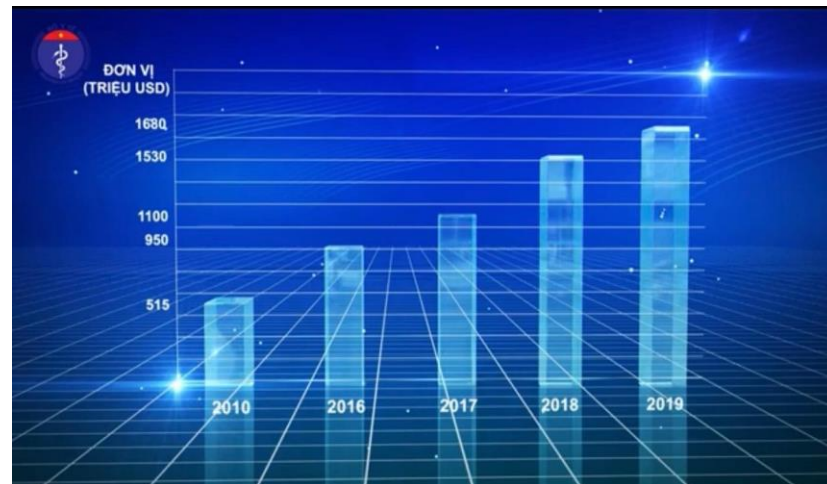




MD Market in Vietnam



- MoH
 - Central general and specialist hospitals
 - Research institutes
 - Medical and medication universities
- Central level
- 63 provinces
- (Average) population: 1-2mil
 - DoH
 - Provincial general and specialist hospitals
 - Preventive health centers, population and family planning centers, food safety, reproductive health
 - Medical colleges and schools
- 708 districts
- (Average) population : 100k-200k
 - Divisions of Health
 - Hospitals
 - Health centers, population and planning centers, etc.
- 11,162 wards and communes
- (Average) population : 10k
 - Communal health stations
 - Village health points



- MDs in the market are varied in terms of types, models, origins, manufacturer, country of origin.
- New MDs, new generation technologies are imported and updated in Vietnam very quickly.
- **Almost all MD manufacturers/ firms have their representative offices and distribution networks, technical services in Vietnam.**

MDs and MDDSC



- Total turnover of the MDs market reached USD 1.3bil in 2017
- Growth rate is approximately 12-15%
- Imported MDs cover about 90% of Vietnam market share
- Vietnam has high demand for MDs and is developing fast

