Ha Tay Pharmaceutical Joint Stock Company

Le Xuan Thang
Board Member, General Director
Ha Tay Pharmaceutical Joint Stock Company

With over 60 years of history, Ha Tay Pharmaceutical Joint Stock Company (Hataphar) is one of Vietnam's top pharmaceutical companies, and is also considered one of the country's most reliable. Our business is the supply of pharmaceuticals and health supplements, covering the entire pharmaceutical industry value chain from research, development, and manufacturing to sales and distribution.

The company operates a WHO GMP-compliant manufacturing plant with state-of-the-art production lines and a diverse product lineup. It caters to the diverse needs of the Vietnamese market but is also expanding its business with an eye to exporting.

Hataphar's Growth Strategies

1. Strengthen production systems to bring them in line with international standards

We will continue to invest in the development of manufacturing plants compliant with international standards such as PIC/S GMP, and in the expansion of our production lines.

2. Pursue R&D in specialty therapeutic areas

We plan to strengthen pharmaceutical R&D with a particular focus on specialty therapeutic areas, aiming to become Vietnam's first branded drug manufacturer by 2030.

3. Expand sales network and strengthen ties with medical institutions

We will further strengthen ties with hospitals, pharmacies, and other medical institutions, and expand our sales network.

4. Reform management through DX (digital transformation)

In addition to efforts to upscale its business and strengthen its new product R&D capabilities, Hataphar is actively collaborating with hospitals, pharmacies, and sales partners across the nation. We aim to become a leading company in the provision of comprehensive healthcare solutions in Vietnam.

As a member of the ASKA Pharmaceutical Holdings Group, the company will generate substantive synergies by fully leveraging ASKA Pharmaceutical's strengths including its advanced technologies, rigorous quality control practices, excellent R&D capabilities, and global network.

These synergies will allow us to accelerate innovation, further raise our product standards, and expand our product portfolio in specialty therapeutic areas, thereby enhancing our competitiveness and strengthening our presence in Vietnam and other markets within the region.

We will pursue digital transformation of our management and business activities in order to boost operational efficiency and enhance our competitiveness in the marketplace. We aim to achieve the highest sales of any pharmaceutical company in Vietnam by 2040, and seek to become widely recognized across Southeast Asia.

The company is committed to working as a member of the ASKA Pharmaceutical Holdings Group to achieve sustainable growth while making an ongoing contribution to the health of Vietnam's people.

Vietnam Drug Bidding System and New Factory Operations

The Vietnamese government employs a bidding system for supplying pharmaceuticals to public medical institutions. This system is divided into five categories, determined by the manufacturing and quality control standards of the facility, as well as the sophistication of the manufacturing process. Pharmaceuticals produced at PIC/S GMP-compliant factories, or using manufacturing methods licensed from Japan and other advanced countries, are eligible for higher bidding categories, which correspond to higher bid prices. As a result, establishing a production system that complies with PIC/S GMP standards and other key quality requirements is crucial for expanding sales in this competitive bidding market.

ASKA Pharmaceutical Holdings Group and Hataphar have been collaborating on the construction of a new factory compliant with PIC/S GMP. This joint project is aimed at increasing profitability in the Vietnamese bidding market. Following the completion of construction in June 2023, the factory obtained WHO GMP certification (the minimum standard for pharmaceutical manufacturing and quality control, primarily recognized by emerging countries) from the Drug Administration of Vietnam. In August 2024, we obtained regulatory approval to manufacture pharmaceuticals from the same authority. We are currently working toward obtaining PIC/S GMP certification, the final step before the factory becomes fully operational. Concurrently, we are transferring product manufacturing technology in preparation for the commencement of commercial production in 2026.

Ultimately, our goal is to establish a manufacturing base that supplies pharmaceuticals not only in Vietnam but across Asia.

Hataphar's new factory