

AI KEN PHARMA – Your CLM(Mekong 3) Regional Partner

Ai Ken NEWS

Q3
2019



Topics

Nutrition management for Liver Cirrhosis patients - Laos

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Management message

Founder & Managing Director, AI KEN PHARAMA Group.

Kentaro Imamoto



I am pleased to communicate with you here on Ai Ken News Q3. On July 14th, Ai Ken Cambodia celebrated 1st year anniversary since we started activity in 2018. 1st of all, I deeply appreciate our Cambodia team members who decided to work for such a new and small company from the beginning. 2nd, I deeply appreciate our customers who trusted our medicine and our service supported us with great advice to improve our service which encourages us for future

step. Last but not least, I appreciate Mr. Anol, director of Unison Laboratory who pushed my back and tremendously supported our start-up business in Cambodia. We commit to keep on improving our service for our customers to the future. Thank you very much. For Laos, we initiated a lot of events in Q2 this year from medical to OTC & Consumer health for better brand value to support customer sales. Thank you very much for your trust and support all the time.

General Manager, A member of the Board Director, AI KEN PHARAMA LAOS

Kaisone Souvannasan



Sabaidee, I am very happy to welcome all of value guests to enjoy with Ai Ken Pharma News letter Vol.6. I am great to introduce for many importanting such as: Scientific conference and 54th anniversary Medical Lao activity with Mahosod and Mittapharb Hospital that Ai Ken Pharma Lao be the one part of supporter.

In addition, we express congratulation with Ai Ken Pharma Cambodia for 1th year anniversary on 19 July 2019. Thank you very much for your cooperation with Ai Ken Pharma and please pray together for Southern Laos let all of them saftly and recovering as normal soon from severe floods hit Southern Laos. Thank you.

Lao Medical Day football match - Laos



On June 21, 2019 Ai Ken Pharma Company and Friendship Hospital played friendship football match at Ka lae field to celebrate the Lao Medical Day. Uniren Spray sponsored and supported Uniform for players. There were men and women



teams from each side and played together for fun. It was the first time to play together but we promised to have this opportunity every year to enjoy sports together. Thank you very much for Mittaphap hospital team!

Lao Medical's Day celebration at Mahosod Hospital – Laos



The 54th Lao Medical's Day was held at the Mahosod hospital July 3, 2019. At the event, blood pressure and blood sugar checking were provided to attendees for free by voluntarily doctors. Ai Ken Pharma opened booth to introduce Terumo Blood Pressure Monitor



and Blood Glucose Meter. which is Japanese technology and units are made in Japan. Ai Ken Pharma also supported hospital with free testing reagent for attendees. We are very happy to join and support this event and the hospital.

Nutrition management for Liver Cirrhosis patients - Laos



On 03 August, 2019 Ai Ken Pharma Company Laos held the Seminar about Nutrition management for Liver Cirrhosis patients at Crowne Plaza Hotel, Vientiane Laos. More than 40 doctors attended and we invited Dr. Sengdao Vannalath, Director of Gastrointestinal Department of Mahosod Hospital, to speech on the seminar. Dr.Sengdao explained to the audience that BCAA can improve the quality of life for Cirrhosis patients. In addition, Mr. Takuya Hirano (EAP Japan) presented about LIVACT (BCAA for Liver cirrhosis) and AMIYU (Essential Amino Acid for Chronic Kidney Disease) that is widely used in Japan and launched in Laos 2019. Thank you very much to all doctors coming to join our event from nationwide. Also special thanks to Dr.Channita Langsy for her translation.



Bicycle raining cross event - Laos



Uniren Spray joined and supported Bicycle Rainy Cross 2019 which was held at Angyai Village, Sikhottabong District, Vientiane Capital City on 04 August, 2019 with more 70 cyclists with 5 competitive divisions. The race started at 08:00 AM until Noon with a lot of audience from the villages on the road. Uniren Spray had booths to support runners for Uniren Spray testing to stop pain



on the riding. There were many cyclists visited our booths for using Uniren Spray to stop pain, and revered to continue the game. We were very happy our Uniren Spray helped many cyclists to enjoy this event. Uniren Spray is Dicrofenac spray and easy to use for sports players.

Parkinson's disease and other movement disorders - Laos



The first joint conference between the Parkinson's Center of Excellence at the University of Chulalongkorn University, Thailand and University of Health Sciences Lao PDR were held on 21 July 2019 at the Crowne Hotel, Vientiane. Dr. Ketsomsouk Bouphavanh, Dean of Health Sciences welcomed Dr. Roongroj Bhidayasiri, Head of the Parkinson's Center of Excellence and his teams to presented about Parkinson disease. Ai Ken Pharma supported to organize the event and open booth for introducing high quality medicine for Parkinson's disease and other neurological diseases. This event helped Laos doctors to understand more about Parkinson's disease, which is the second most common form of brain and nervous system disorder that is linked to Alzheimer's disease. Ai Ken Pharma is always pleased to support improvement of medical treatment for future of Laos.

Ai Ken Cambodia 1st year anniversary - Cambodia



Ai Ken Pharma Cambodia celebrated its 1st year anniversary on July 14th since it started activity in 2018. Mr. Kentaro Imamoto, Founder & Managing Director of Ai Ken Pharma Group wished health, safety and success of the team and customer in the ceremony, and celebrated the 1st birthday of company. Ai Ken Pharma Cambodia deeply appreciate all customers

who have supported and cooperated with our company for the past 1 year, especially some customers who trust and purchase our medicine when we just started company. We will make a best effort to create value for our customers with the long time partnership with Ai Ken Cambodia. Orkon Chiran.

EA Pharma round table discussion - Cambodia



Ai Ken Pharma Cambodia initiated LIVACT, AMIYU, ATELEC, product introduction meeting at Sunway Hotel, Phnom Penh. Mr. Takuya Hirano from EA Pharma Japan introduced new products from Japan to over 35 GI doctors in Phnom Penh such as Calmette Hospital, Khmer Soviet Hospital, Ket Melea (Army) Hospital, Pre Kosamet Hospital, Royal Phompenh Hospital, and so on. Q&A session was also very active from doctors for



this new product to Cambodia to treat Liver Cirrhosis patients (LIVACT), Chronic Kidney Disease (CKD) patients (AMIYU) and High Blood Pressure with Kidney Failure patients (ATELEC). Thank you very much for all attendees and special appreciation to Prof. Dr. Orm Serey Vichet, Dr. Him Kuy and Dr. Sok Heang for your valuable advice for the event.

Ai Ken crew snap shot



Profile:

Name: Mrs Phonethip Chanthavong

Position: Sales Representative

Place of Birth: Horm Village,
Vientiane Capital City, Laos

Education:
graduating from Ban Kern
College in 2012.

Today we would like to introduce Mrs Phonethip Chanthavong, our Medical Sales Representative, Pharmacy Channel in Ai Ken Pharma Laos.

What is your career experience?

After graduating from Ban Kern College, I started working as a sales and accountant for three years at Taifa Glasses. Then I developed myself as a pharmacy sale for hospital and pharmacy at UE Pharma Company for 5 years from 2013 to 2018. After that, I moved to Ai Ken Pharma Company in 2018 and now as sales representative of Pharmacy in Vientiane Capital.

What motivate you to work with Ai Ken Pharma?

I knew Ai Ken Pharma from my old colleague as high quality products and staff. After I started, I have changed and developed myself with sales training with selling skills.



When do you feel happy on your work?

I enjoy seeing existing and new customers, and happy achieving target, develop myself. In addition, I work with team friendly and take care together like family which makes me to commit to improve for the future.

What is your challenge on your job?

I take care of VIP pharmacies and now that's my focusing point. I have to be more strong to manage my time with customers. In addition, creating high customer satisfaction and also getting more product knowledge. I should improve myself in every day.



How about your family?

I have been married since 2012 and have two daughters, and we live with parents in Vientiane Capital.

What do you do on your holiday?

On some weekends, my family and I enjoying to go picnic at our cousin' house in the province, we like cooking Lao food such as grilled fish, papaya salad, bamboo soup,...

Any comment to customers

It is a great pleasure to meet with customers and thank you so much for your support and trust on our products and company. Thank you for all of your feedback that improves us to be better, and we are committed to developing the organization, focusing on the high quality products and services to all of you.

AI KEN PHARMA (Cambodia) Co., Ltd.
#B35 (E3), St. Lum, Phnom Penh City Center, Sangkat Srah Chok, Khan Daun Penh, Phnom Penh
e-mail: Info.kh@aikenpharma.com
077 569 768

AI KEN PHARMA (Laos) Co., Ltd.
Unit J4, Asean Mall, Phonthan Village, Xaysettha District, Vientiane Capital, Laos PDR
e-mail: Info.la@aikenpharma.com
85630 9974 999

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