

Ai Ken NEWS

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Management Message

Founder & Managing Director, AI KEN PHARAMA Group.



Kentaro Imamoto

Dear Valuable customers,
I am pleased to communicate with you on the first distribution of Ai Ken News in 2020. We have held Ai Ken News since February this year due to Covid-19 situation. During this time, Laos initiated the first Medical Digital Event in Laos due to the needs of medical doctors who want to learn new information. We appreciate a

great feedback and thankful message from doctors who joined the digital event, especially from provinces. In Ai Ken Pharma in Cambodia, we celebrated our 2nd anniversary day on July 14th. I appreciate all the customers, clients who supported us over the last 2 years. One more happy news from Cambodia is that we have launched TS-ONE, the No.1 cancer medicine in Japan on Aug 1st. I strongly believe TS-ONE will save or prolong many lives of Cambodia people with cancer. Some customers have already started this medicine for Cambodia patients. This is the strong mission of Ai Ken Pharma that we introduce high quality medicine from Japan to Cambodia and Laos. Due to Covid-19 situation, the economies of both countries are still unstable to foresee. However, we keep providing high quality medicine to Laos and Cambodia people with high quality service. Thank you very much.

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



Kaisone Souvannasan

Sabaidee. It's very nice to communicate with our customers here again. Laos had a very difficult moment due to COVID-19 from March to April. We really appreciate all medical workers in hospitals to contribute to preventing infection among patients. With such an effort, Laos had a very limited number of patients, and was successfully controlled. Ai Ken Pharma Laos supported their

activity with donating electric washing machines, detergents. Disinfection alcohol, etc. Thank you very much for all of those who contributed for the COVID-19 control. We also initiated a medical digital event as the first company in Laos. More than 200 doctors joined 8 events on different days for the lectures from expert doctors, Psychiatry, GI, Oncology, and Cardiology. Thank you very much for the lecturer and all attendants. We can see our lifestyle is getting back to normal little by little. Ai Ken Pharma will try the best effort to improve our service level everyday. Thank you very much.

Covid-19 campaign - Laos



Covid-19 has been a worldwide concern since the beginning of 2020. Laos also found the first patient in the mid of March, and started to prepare infectious protection in the hospitals. Ai Ken Pharma, Taiho Pharmaceuticals, EA Pharma cooperatively



donated a large washing machine, dryer, and detergents to Setthathirath hospital to clean the uniform of the hospital team. We also donated cleaning goods or support to major hospitals to support the fight against Covid-19. We hope the situation of Covid 19 will be ceased from the world as soon as possible.

Medical Digital Event - Laos



Due to Covid-19 situation, many doctors have been in difficult situations to travel across provinces or to join medical seminars to avoid closed spaces with many people. Several important medical association conferences have been cancelled from March to April time. Ai Ken Pharma heard the needs of medical training from our customers, and decided to initiate the first digital medical event in Laos. We appreciate all the doctors who agreed to be the initial speakers for such a first event in Laos, such as:



1. Dr. Bounhom Kanthavong and Dr. Chinsuda Pharpmixay Mahosod hospital, Mental Health Treatment on Diagnosis and Experiences on Mental Health Treatment with Quetia (Quetiapine).



2. Dr. Ketmany Phetsiliseng, Mitthaphap hospital and Dr. Chittakone Chansamouth (Specialist of Neurological) at Mahosod hospital, Treatment of neurological diseases and neurological patients.



3. Dr. Kongkham Vongxayya, Midtapharb hospital and Dr. Phonesavanh Somsamouth, Setthathirat hospital, Educating in the treatment of malignant kidney patients with malnutrition and sharing real experience in treating malignant kidney patients with Amiyu.



4. Dr. Sengdao Vannalath, Mahaod hospital and Dr. Saykham Phaxayyaseng, Setthathirath Hospital, Educating in the treatment and sharing of actual experience in treating patients with hepatic insufficiency with BCAAs.



5. Dr. Phouvang Vongphukdy, Dr. Phuangphet Khounsaman, Mahosod hospital and Dr. Vanhkeo Apphairath (Specialist at Cancer center), Treatment of colorectal cancer and gastric cancer and the role of chemotherapeutic agents in cancer.



6. Dr. Khamthavy Frichitthavong (Director of NakhoneLuang Grand Hospital), Treatment of chronic heart disease.

We also appreciate more than 200 doctors who joined our online event, and thank you very much for your very positive feedback that many of our doctors were happy that we provided this opportunity for them. We hope all the doctors in provinces who can not easily come to Vientiane can join this digital event more often. Ai Ken Pharma will continue this event for the future. Thank you very much.

Pharmacy meeting - Laos



On July 4, 2020, Ai Ken Pharma Company initiated a pharmacy meeting to introduce 4 best-selling OTC products. More than 20 pharmacies joined the event, and learned our OTC product, key message, key benefit, and our marketing communication plan.



Mrs Kaisone Souvannasan, General Manager
Miss Viengxam Vilaiysouk , Product Specialist
They introduced 4 best-selling OTC products

We also had feedback from each pharmacy about our product and service. After that we enjoyed lunch together and spent a good relaxed time. Thank you very much for joining our event.

Concept Roadshow in Vientiane Capital - Laos



Concept Sunscreen is a new product of Ai Ken Pharma from Thailand. It is a sunscreen cream and anti melasma 2 in 1 tube, easy for laos ladies to use every

morning. We initiated a Roadshow event to introduce this new product to the market.

AKP Cambodia 2 years anniversary - Cambodia



Ai Ken Pharma Cambodia celebrated its 2nd year anniversary on July 14th, 2020. Ai Ken Pharma Cambodia appreciates all customers who supported

us for the last 2 years. We will keep improving our service quality to the 3rd year.

TS-ONE Launch in Cambodia - Cambodia



TS-ONE (Tegafur, Gimeracil, Oteracil Potassium), the No.1 Oncology medicine in Japan, was launched in Cambodia on August 1st. Unfortunately, we couldn't initiate the launching event due to Covid situation, we have started to introduce this new medicine to key Oncologists in Cambodia. Since TS-ONE is a globally famous drug already, most of Cambodia doctors already knew it, and started using it for some patients as they have been waiting for TS-ONE to come to



Cambodia for a long time. TS-ONE has received the license from MOH Cambodia with 7 indications such as stomach cancer, colorectal cancer, lung cancer, head and neck cancer and so on. We strongly believe TS-ONE will contribute to the quality of life of cancer patients in Cambodia. TS-ONE is already available in major cancer clinics and Sunrise Japan Hospital in Phnompenh.

Ai Ken Crew Snap shot



Profile:

Name:

Mr Phonpaserth Wingsavanh

Position:

Supply Chain Team Leader

Born and grown up: Phonkheng Village, Xayseththa District, Vientiane Capital

Education:

Technic Parkpasak Collage

Today we would like to introduce Mr Phonpaserth Wingsavanh , our Supply Chain Team Leader at Ai Ken Pharma Laos

What is your career experience?

After I graduated in 2005 I started working as a sales-person at Soulasid company for 2 years, then I moved to Dansavanh company as sales for 3 year. Even though I spent 5 years as sales, I realized I wasn't really happy as a salesperson, so I decided to move as a warehouse and logistics officer in DKSH Healthcare in 2012. I enjoyed and learned a lot with the job there for 6 years. In 2018 I moved to Ai Ken Pharma as Warehouse Specialist, then promoted as team leader early this year.

What motivate you to work with Ai Ken Pharma?

I like the vision and mission of Ai Ken Pharma which is to provide high-quality medicine and product information to Laos, Beside that Ai Ken Pharma values Leadership, Training, Passion and Motivation with all officers in order to be able to grow together in the future.



When do you feel happy on your work?

My job is to receive goods, keep them in good condition, and transport them to customers on time. So it's like a bridge between sales and customers which I feel is a very important function of company, and I feel very happy if I get feedback from both sales and customers.

What is your challenge on your job?

Sometimes, the delivery for provinces is hard to be on time due to several reasons such as natural disaster, accident or our service error. However, doctors and patients are waiting for our medicine. Then I need to inform sales how long it takes for delivery. Sometimes we conflict emotionally, sales need product as quick as possible, but I need to consider safety, quality and the cost. That's my challenge everyday.

How about your family?

I have been married since 2011 and have two sons together. We live in PhonKheng village, Vientiane capital



What do you do on your holiday?

On the weekends, I watch movies and sometimes I take my family to go on picnics in town with my family.

Any comment to customers

Thank you to all our customers for your trust in our products and logistic services. We committed to deliver high quality medicine to you on time with a great service. Thank you very much.

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