

## SPEECH OF HEALTHCARE WORKING GROUP

*Presented by  
Mr. Ngo Van Huy  
Representative of Healthcare Working Group*

The VBF Healthcare Working Group encompass almost all industry subsectors including Innovative Pharmaceuticals, International Quality Generics, Medical Devices, Diagnostics, Nutrition, Health Insurance, Distributors, Retail Pharmacies, Hospitals, Clinics, etc. We work together to advocate and achieve common goals: creating good quality and sustainable healthcare in Vietnam. With this position, we are honored to raise our voice at the Midterm Vietnam Business Forum 2018 today to the Government, to come up with 2 key topics which we strongly believe they would contribute hugely to shape the future of the Vietnamese Healthcare sector.

The very first point that we would like to emphasize is **our shared objectives in developing a healthcare eco-system<sup>1</sup> in Vietnam**. In the context where the global healthcare sector is changing fast with the integration of digital technology and AI (artificial intelligence) creating huge opportunities for innovation in all aspects of the healthcare value chain, Vietnam **has the potential to build a high value, self-sustaining life science sector** which enables Vietnamese patients to have a **fast and sustainable access to safe and high quality treatment solutions** through a **strong collaboration between both public and private sectors**. **This collaboration would also send a strong signal to attract sustainable FDI and PPPs, which in turns, bring opportunities to develop local capabilities.**

Indeed, as one of the fastest aging country in the world, Vietnam is in the need of developing a quality and preventive healthcare sector with capabilities to consolidate the social safety and security for the Vietnamese people. One of the key local capabilities Vietnam could focus on is a **professional homecare scheme**. This scheme is expected not only to empower patient access to treatment but also help to address the problem of overcrowded hospitals and reduce high public spending on chronic diseases.

Through dialogues with the Government, **we are highly encouraged to see that our above vision of a sustainable and high value healthcare ecosystem in Vietnam aligns with the long-term strategy of the Vietnamese Government, and the Government's acknowledgment of the private sector's value and role in the journey to make this vision a reality**. International healthcare companies, with international best practices and technical know-how, can help make a difference and create value and growth in Vietnam through PPP projects in research, innovative solutions, manufacturing, and technology transfer. **This requires a strong presence of international healthcare sector in Vietnam, with legal structures providing private sectors and potential investors incentives and the confidence to invest in a predictable environment.** Moreover, heading towards a fast and sustainable access to safe and high quality treatment solutions for Vietnamese patients, **we strongly encourage Vietnamese Government to optimize the administrative procedure as well as to have a clear sector development roadmap led by a Senior Inter-Ministerial Taskforce**. This roadmap should include an effective plan for various PPP

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<sup>1</sup>Healthcare ecosystem is an interconnected system including all stakeholders in the healthcare sector to create an environment facilitating cooperation among stakeholders where there are common interests, with the common goal to create good quality and sustainable healthcare in Vietnam.

projects, especially in enhancing the development of private clinics and hospitals, to take full advantages of the support from private sectors.

Additionally, given the above vision of a fast development for **Vietnamese healthcare sector, ethical standards and regulatory compliance should also be emphasized.** In 2017 APEC, some stakeholder groups in Vietnamese healthcare sector have signed the **Consensus Framework for Ethical Collaboration** to promote and strengthen ethical practice. We are also in the process of establishing the Code of Conduct within each industry to facilitate ethical interactions between corporates. Given the key role of Ministry of Health (MOH) in regulating and leading the development of healthcare in Vietnam, to create a transparent business environment, we would recommend MOH support us in promoting ethical collaboration among industry players, especially multinational companies, to follow and implement their international industry code in Vietnam as well as in their communication activities towards Government-related stakeholder groups.

On behalf of **VBF Healthcare Working Group**, we would like to thank the Government and Vietnam Business Forum for the opportunity to raise the issues key to our heart. It is key for us to ensure the high ethical standards, fairness, integrity and transparency to develop better the healthcare system in Vietnam both in terms of quality and efficiency to improve the health of Vietnamese citizens; a sustainable business environment so that foreign companies can be confident in investing and partnering in developing the healthcare sector in Vietnam; and creating of Home-care scheme can help Vietnamese patients to have access to services and address the Government's concerns on overload of public facilities and their high spending especially for chronic diseases.

The VBF Healthcare Working Group looks forward to receiving continued support from Government and Vietnam Business Forum Board. We would like to invite colleagues and partners to work with us to implement these ideas to have more sustainable healthcare development in Vietnam so that we can together help each other to join and contribute to the global value chain.

Thank you very much for your attention.