

Headline	<b>Pharmaniaga to help suppliers expand</b>	Language	<b>ENGLISH</b>
Date	<b>23. Jul 2008</b>	Page No	<b>40</b>
Media Title	<b>New Straits Times</b>	Article Size	<b>85 cm2</b>
Section	<b>Business Times</b>	Frequency	<b>Daily</b>
Circulation	<b>158042</b>	Color	<b>Full Color</b>
Readership	<b>512000</b>	AdValue	<b>1400.61</b>



## Pharmaniaga to help suppliers expand

PHARMACEUTICAL firm Pharmaniaga Bhd plans to help its suppliers to expand with a vendor network programme.

This will be a platform for vendors to network not just among themselves, but also with international firms, chairman Datuk Azman Yahya told reporters in Kuala Lumpur yesterday.

Yesterday, Pharmaniaga held an event to recognise its well-deserving vendors.

Four awards were handed out to Ain Medicare Sdn Bhd, Novo Nordisk Pharma (M) Sdn Bhd, Pelantar Jaya (M) Sdn Bhd and Idaman Pharma Sdn Bhd.

Health Minister Datuk Liow Tiong Lai presented the vendor Excellence Award to winners.

Pharmaniaga only manufactures 21 per cent of the product under a concession to supply pharmaceutical goods to government hospitals. The remaining 79 per cent is procured from its 83 vendors.

The company is also on track to buy a manufacturing plant in Indonesia within the next five months.

"We initially have allocated RM300 million for the purpose, but we are open to increase the budget, depending on the size of the factory," said Azman.

Currently, the company distributes its products in Indonesia. It wants to have a stronger presence abroad as foreign sales make up about 30 per cent of its total a year.