

# MEDTECS INTERNATIONAL CORPORATION LIMITED



## KEY BUSINESS SEGMENTS



## ABOUT MEDTECS INTERNATIONAL

Medtecs International Corporation Limited ("Medtecs" and together with its subsidiaries, the "Group") is a leading personal protective equipment ("PPE") and hospital service provider. Established in 1989, the Group's three main lines of business include (i) Original Product Manufacturing, (ii) Hospital Services, and (iii) Trading and Distribution.

Headquartered in Taipei, Taiwan, the Group has manufacturing facilities in the Philippines and Cambodia, and is a key supplier to global PPE companies, exporting to over 30 countries in Europe, USA, South East Asia, North Asia and Australia. Medtecs also serves as a one-stop vendor to hospitals, supplying PPE, workwear and medical consumables to more than 200 hospitals in Taiwan and the Philippines. It is also a key partner for Taiwan's and Singapore's national PPE stockpiles.

Listed in Singapore on 6 October 1999, Medtecs' shares are now listed on the Catalist Board of the Singapore Exchange Securities Trading Limited and its Taiwan Depository Receipts commenced trading on 13 December 2002. Medtecs is a constituent of the iEdge SG All Healthcare Index and the S&P Global BMI index.

### Manufacturing

- Supply to PPE buyers worldwide by exporting to over 30 countries in Southeast Asia, North Asia, US, Australia and Europe
- Enter strategic partnerships and alliances to establish a more vertically integrated production line
- Dominant segment in terms of revenue and profitability







### Hospital Services

- Provide integrated '3L' services – Lease of Linen, Laundry Services and Logistics Support – to 29 hospitals in Taiwan and 33 in Philippines
- One-stop vendor to hospitals

### Trading & Distribution

- Critical as a standalone profit center and provide auxiliary support to other divisions
- Participate in bidding of linen-products-related projects and engaging large pharmaceutical chains to sell Medtecs' products in Taiwan and Philippines
- Key partner for Taiwan's and Singapore's national PPE stockpiles
- Multiple distribution centers in US, Europe and Japan to provide uninterrupted B2C, B2B and B2G factory-to-door delivery services

## COMPETITIVE STRENGTHS & INVESTMENT MERITS

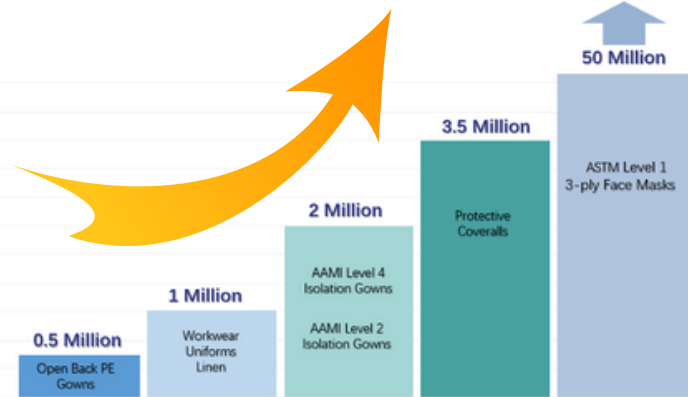
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**Well-positioned to Ride on Paradigm Shift in PPE Demand**
- 
**Strategic National Stockpiling Partner**
- 
**Diversified Regional Production Facilities**
- 
**Scalable and Sustainable Business Model**
- 
**Worldwide Distribution Capabilities**
- 
**Excellent and Strong Operating Track Record**



## PRODUCTION CAPACITY



Monthly Output by Product (Unit: pcs)



## KEY CORPORATE DEVELOPMENTS

### 2021

**Jan.** Introduced Medtecs Shield, a new line of anti-viral products that prevent the spread of pathogens, comprising masks, handphone cases and anti-viral sprays with nanotechnologies incorporated.



**Mar.** Established JV to build vertically integrated product development, manufacturing, sales and distribution platform for PPE

**Apr.** Entered several agreements with the Ministry of Health of Cambodia to supply N95 respirators, isolation gowns, shoe covers and coveralls, leveraging its strength as the biggest PPE manufacturer and supplier in Cambodia to secure more long-term supply contracts with government agencies and to position Medtecs as the Cambodian government's national stockpiling partner.



**May.** Distributed five million pieces of PPE to Taiwan, from five distribution centers around the world, demonstrating ability to mobilize resources globally in times of crisis.

**Jun.** Appointed sponsor of the Chinese Taipei Olympic Committee and provided 200,000 pieces of face masks to safeguard the health of the Chinese Taipei Olympics team.



### 2022

**Jan.** Launched Medtecs HEPA Ultra Light face mask (Black), which boasts 1/3 the level of breathing resistance compared to other medical-grade masks, thereby promoting enhanced airflow. Ideal for extended wear or for working out. Additional colors rolled out in May.



**Jun.** Officially entered home health care market with the release of OMO Acne Patch.



**Sep.** Medtecs RMKH Glove factory, Cambodia's first fully auto-mated medical grade glove factory, began mass production with monthly output of 50M gloves.

## STRATEGY AND FUTURE PLANS

### Global "Source and Sell" Strategy

- Provide one-stop, bundled services to meet client demand by supplementing existing sources with those from third-party vendors in a variety of locations.
- Drive customer engagement and help source for quality raw materials and diversify pool of trusted PPE suppliers.

### Building a Resilient Supply Chain

- CoverU and Medtecs Shield line of products.
- Announced multiple strategic alliances in FY2020 and 1H2021 and will continue to seek JV and M&A opportunities to broaden product range and to help build a fully integrated product development, manufacturing, sales and distribution platform.
- Secure recurring orders and cultivate long-term relationships with new and existing customers.
- Expand sales channels through use of e-commerce platforms and social media.

### Expand Own-Brand Products to Fortify Market Share

- Doubled up on engagements with group purchasing organisations, institutional clients and government agencies to offer its PPE stockpiling services, in order to build a resilient global supply chain and achieve sustainable business growth.
- In talks with key industry players to develop new product lines and broaden PPE range to include gloves, syringes, rapid test kits, and medical devices to secure long-term supply contracts with major group purchasing organisations.