



2024 FACT SHEET

Our Unique Capabilities



The Company (publicly-listed on the SGX Catalyst) is a leading medical technology integrated solutions provider based in Singapore. We advance healthcare in Singapore and Southeast Asia through innovation.

We align ourselves with global leading product standards.

Our products address key challenges within healthcare systems, i.e. supply-chain resilience, quality, value, and choices, as well as major trends such as global headwinds and aging populations.

We offer turn-key supply chain solutions by collaborating with industry-leading partners to enhance healthcare effectiveness and efficiencies, improving the experiences of both patients and healthcare practitioners.

Our strategic business segments:

- Medical devices
- Ultrasound
- In-vitro Diagnostics (IVD)
- Dental devices
- Complementary digital, artificial intelligence, and robotics solutions

Our Key Metrics

170% Increase in Revenue FY2023

Sustained high growth-rate for 3 consecutive years

50% Improvement in EBIT Margin FY2023

Continuous transformation to improve margin

6000+ qualified and innovative products

With the breadth and width to meet the needs of precision healthcare, chronic diseases management, and other medical challenges of an aging population.

Our Digital, AI and Robotics solution

- Bespoke On Call SG Diabetes management app, with future generative AI deployment
- AI-powered digital and connectivity solutions with Samsung Medison Ultrasound
- Dental AI-assisted diagnostics tool incubation with renowned academic institution in Asia
- "CareX™" robotics bed-side care series to improve healthcare efficiencies

Our strategy: Leading Medtech Solutions Provider in Singapore and Southeast Asia

Key accomplishments in FY2023 with robust earnings growth and margin recovery potential in 2024 with our turn-key supply chain solutions:

- Acquisition of 70% shares in the only distributor for Samsung ultrasound in Singapore, established working relationship with Samsung on AI deployment
- Mid-term recurring revenue from IVD (laboratory diagnostics and life sciences) term contract since January 2024
- Long-term recurring revenue in IVD (Point-of-care diagnostics), with the placement of On Call Blood Glucose Monitoring System with digital solutions in major public health institutes' retail pharmacies with official island-wide launch in April 2024
- Long-term recurring revenue from the supply of reagents to Nanyang Technological university (NTU) and National University of Singapore (NUS), official launch in May 2024
- Other recurring revenue from public healthcare projects

Ongoing initiatives to become the leading medtech solutions provider in Singapore and Southeast Asia

- Expand our turnkey supply chain solutions across Singapore and Southeast Asia, targeting public health institutes and hospices to capitalize on the medtech market, which is expected to grow at 7-10% CAGR to USD 18-20 billion by 2028¹
 - Sales of robotics products in Singapore and Southeast Asia
 - Continued channel expansion into Southeast Asia with our flagship products
 - Sales of ultrasound and MRI in Southeast Asia
 - Ongoing tender participation for single use high-tech products with high cash and inventory turnaround
 - Ongoing tender participation on flagship products in the Operating Room (OR)
- Incubate AI-powered dental diagnostics tool
- Strategic investment focuses on disciplined development and M&A opportunities to broaden the portfolio of innovative technologies

Our Growth Story

The Company underwent restructuring in 2020 to enter the healthcare segment. In the past 4 years, we have achieved:

- Full-suite certifications as a medical device manufacturer, importer, and wholesaler in 1.5 years
- Diverse portfolio registered with HSA
- Brand and market presence expeditiously expanded by delivering quality products and services in 1 year
- Partnerships with leading global partners to deliver digital, AI, and healthcare robotics technologies

¹ Statista: [ASEAN Medtech Market Growth](#)