



# 2024 FACT SHEET

## Who We Are



**The Company** (publicly-listed on the SGX Catalyst) is a leading medical technology integrated solutions provider based in Singapore dedicated to advancing healthcare through innovation in Singapore and Southeast Asia. We are committed to delivering a comprehensive medical ecosystem to enhance healthcare effectiveness and efficiencies thereby improving the experiences of both patients and healthcare practitioners.

With strategic business segments in medical devices, Ultrasound, In-vitro Diagnostics (IVD), and Dental, we align ourselves with global leading product standards and are well-positioned to address key challenges in Singapore and Southeast Asia's healthcare system.

We are a Singapore company, building a Singapore brand with MedTech Integrated solutions customized for Singapore and Southeast Asia. We focus on integrating diagnostics and clinical support products with digital, artificial intelligence, and robotics solutions to improve healthcare efficiencies and effectiveness. We also offer turn-key supply chain solutions with industry-leading partners to provide supply-chain resilience, quality, value, and choices to Singapore and Southeast Asia healthcare systems, addressing global headwinds and ageing populations.

## Our Key Metrics

### 171% 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 serve Singapore and Southeast Asia addressing key challenges in healthcare systems, including global headwinds and ageing population

## Our Transformation

The Company underwent restructuring in 2020 to enter the healthcare segment. With full-suite certifications as a medical device manufacturer, importer, and wholesaler, and a diverse portfolio registered with HSA, our unwavering focus on quality assurance positions us for sustained success.

We escalated our brand and market presence expeditiously by delivering quality products and services. This year, we have taken significant steps forward to collaborate with our leading global partners to deliver digital, AI, and healthcare robotics technologies, solidifying our position as a comprehensive Medtech integrated solutions provider.

## Our Unique Capabilities

**Serving Singapore and Southeast Asia with turn-key supply chain solutions, providing resilience, quality, value, and choice**

- Stringent product selection to ensure accuracy, reliability, aligning with global leading standards
- 6,000+ qualified and innovative products that meet the healthcare needs of precision, addressing chronic diseases, and other medical challenges of an aging population.
- Strong international partnerships with regional and global manufacturing sites ensure supply chain resilience

**Incubate and provide Digital, AI, and Robotics solutions to both suppliers and customers**

- Digital, AI, and data collaborations with our suppliers, such as our bespoke OnCall SG Diabetes management app to enhance Generative AI R&D and deployment
- “CareX” brand robotics bed-side care project incubation to improve healthcare efficiencies
- Digital and connectivity solutions with cybersecurity assurance for Public Health Institutes

**Holistic satisfaction amongst patients and healthcare practitioners through emphasis on service and experience excellence**

- Sustainable product selection to reduce healthcare systems’ carbon-footprint
- Turn-key supply chain solutions to help healthcare systems achieve cost savings
- Strong strategic relations in Singapore and Southeast Asia to expand brand presence

## Key Accomplishments 2023

- **Improved operational performance**, restructured product portfolio and team yet still improved our agility to provide Medtech integrated solutions; improved order intake with private-brand consumables and bedside care products in Singapore, establishing strong foundation for distribution in Southeast Asia
- **Strong revenue growth outlook with expanding margin**, continued to establish our strong branding and market share expansion
  - Mid term recurring revenue from IVD (laboratory diagnostics and life sciences) term contracts
  - Long-term recurring revenue in IVD (Point-of-care diagnostics), with the placement of Blood Glucose Monitoring System with digital solutions in major public health institutes’ retail pharmacies
- **70% acquisition of the only distributor for Samsung ultrasound in Singapore**, established a working relationship with Samsung on AI deployment and distribution in Singapore and Southeast Asia

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

**Robust earnings growth and margin recovery:**

- Attractive earnings growth from long-term recurring revenue, driven by government tender wins in Singapore. Continuous channel expansion into Southeast Asia with our flagship products that have gained traction in Singapore public healthcare systems
- Strategic investment focuses on disciplined development and M&A opportunities to broaden the portfolio of innovative technologies

**Global collaboration in healthcare technologies:**

- Unique opportunities to collaborate with global leaders and academics integrating complementary digital and AI-powered innovative technology into our product suite

**Strengthen turn-key supply-chain solutions:**

- Strategically expand and restructure our product portfolio to enhance healthcare services and experience, addressing the needs of an aging population in bedside care and surgical services
- Partner with global leaders who share our commitment to environmental, social and governance standards, and the establishment of our environmental-friendly product portfolio