

## PRESS RELEASE

### **AJJ Medtech and Suzhou ZOEY Form Strategic OEM Partnership to Advance Renal Care in Singapore**

#### **Key Points:**

- *Establishes AJJ's entry into the renal dialysis value chain with hollow fiber hemodialyzers*
- *Marks AJJ's strategic transformation from trader to system-driven medical manufacturing and registration platform*
- *Provides an alternative cost-competitive dialysis solution to Singapore's 7,800 hemodialysis patients, offering an estimated 10 to 30% savings as compared with current imported products*

**SINGAPORE -- 3 December 2025** – AJJ Healthcare Management Pte Ltd, a wholly-owned subsidiary of AJJ Medtech Holdings Limited ("AJJ"), an SGX-listed leading integrated Medtech solutions provider and Suzhou ZOEY Medical Devices Co., Ltd. ("ZOEY"), a leading Chinese dialysis medical technology company, have entered into a strategic Original Equipment Manufacturing ("OEM") cooperation agreement for the joint development and production of hollow fiber hemodialyzers and core consumable products used in renal dialysis in Singapore.

This strategic partnership marks AJJ's formal entry into the renal dialysis medical value chain, creating a stable, sustainable, high-quality revenue model built on medical-grade OEM and international registration capabilities. This initiative directly addresses growing pressure on Singapore's healthcare system to manage rising treatment costs without compromising quality, thus creating a strategic entry point for a cost-competitive and high-quality alternative.



**HOLLOW FIBER  
HEMODIALYZER**



#### **Strategic Business Transformation**

This partnership leverages AJJ's established ISO 13485-certified quality infrastructure and proven OEM management platform to enter the high-value renal care sector. It represents a significant scaling of its successful OEM model into a new therapeutic area with substantial barriers to entry. The collaboration deepens AJJ's capabilities in integrated supply chain coordination and accelerated regulatory registration for complex medical devices, further solidifying its transition from a product trader to a diversified regulated medical technology partner.

## **Market Opportunity & Financial Profile**

Singapore's hemodialysis market serves approximately 7,800 patients<sup>1</sup>, each requiring approximately 156 treatment sessions annually. Singapore also ranks 4<sup>th</sup> globally for prevalence (existing cases) of kidney failure and 5<sup>th</sup> globally for incidence of new kidney failure cases<sup>2</sup>. The recurring nature of these treatments creates continuous demand and provides a solid foundation for long-term and stable cash flow.

## **Competitive Advantages**

Hemodialyzers, classified as HSA Class C medical products, operate in a high-barrier segment with stringent regulatory requirements and premium valuation. AJJ's integrated OEM and ISO 13485-certified framework enables accelerated commercial deployment, bringing solutions to market 12 to 18 months faster than conventional approaches.

Beyond the speed-to-market, the partnership also enables 10% to 30% cost savings over existing imported solutions from the United States, Germany and Japan. This positions AJJ to reshape market dynamics while enhancing patient access to advanced dialysis treatments at a lower costs.

## **Quality Assurance & Partnership Framework**

The collaboration is built on strong quality standards, with both parties maintaining ISO 13485-certified systems to ensure safe and reliable products. Under the partnership framework, AJJ retains the appropriate audit rights and will stand to benefit from supply arrangements that provide access to future product innovations.

## **Future Development Roadmap**

With this partnership, AJJ entrenches its position as a comprehensive dialysis solutions provider, following a clear development pathway that includes:

1. Hemodialysis consumables
2. High-end dialysis equipment
3. Data-enabled clinical management platforms
4. Integrated medical supply chain services
5. Development of a Singapore-led dialysis brand with regional and international market expansion potential

The financial impact is expected to be minimal for FY2025, with significant contributions to both the group's cash flow and projected revenue growth to commence in second half of 2026, following successful HSA approval.

-- END --

---

<sup>1</sup> Source: Singapore Renal Registry Annual Report 2022, Ministry of Health, Singapore

<sup>2</sup> USRDS Annual Report 2024

**About AJJ Medtech Holdings Limited (SGX Ticker: 584)**

AJJ Medtech Holdings Limited (“**AJJ Medtech**” or the “**Company**”) is a leader in healthcare technology, providing integrated medtech solutions across Singapore and Southeast Asia. The Company delivers a comprehensive product ecosystem that enhances affordability, efficiency, and effectiveness across the patient care pathway, improving the experience for both patients and healthcare practitioners. Supported by a strong foundation and sustained expansion over the past three years, our core business has gained significant market presence and recognition. We have built the AJJ brand to represent potential, capability, and service excellence. Furthermore, we have transformed from a supplier of basic consumables into a provider of comprehensive turnkey solutions, including supply chain management, digital platforms, AI, and robotics for our partners and customers.

AJJ Healthcare Management Pte. Ltd. (“**AJJ Healthcare**”) is a wholly owned subsidiary of AJJ Medtech, established to manage the Group’s healthcare business.

For more information, please refer to: <https://www.ajjmedtech.com.sg/>

**About Suzhou ZOEY Medical Devices Co., Ltd.**

Established in 2019 and headquartered in Suzhou, China, Suzhou ZOEY Medical Devices Co., Ltd. is a national high-tech enterprise specialising in blood purification equipment and consumables. The company possesses modern automated production lines, rigorous quality systems (ISO 13485 certified), CE marking, and continues clinical research and technological innovation.

For more information, please refer to: <https://www.smtworld.com>

**Media & Investor Contact Information****August Consulting Pte Ltd**

Tel: (65) 6733 8873

Dave Tan, email: [davetan@august.com.sg](mailto:davetan@august.com.sg)

Joanna Tan, email: [joannatan@august.com.sg](mailto:joannatan@august.com.sg)

---

*This document has been reviewed by the Company’s Sponsor, Evolve Capital Advisory Private Limited. It has not been examined or approved by the Exchange and the Exchange assumes no responsibility for the contents of this document, including the correctness of any of the statements or opinions made or reports contained in this document.*

*The contact person for the Sponsor is Mr. Jerry Chua (Tel: (65) 6241 6626), at 160 Robinson Road, #20-01/02 SBF Center, Singapore 068914.*