



Corporate Presentation

March 2021



Safeguarding Every Tomorrow

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Performance Update

Leading PPE and Hospital Service Provider

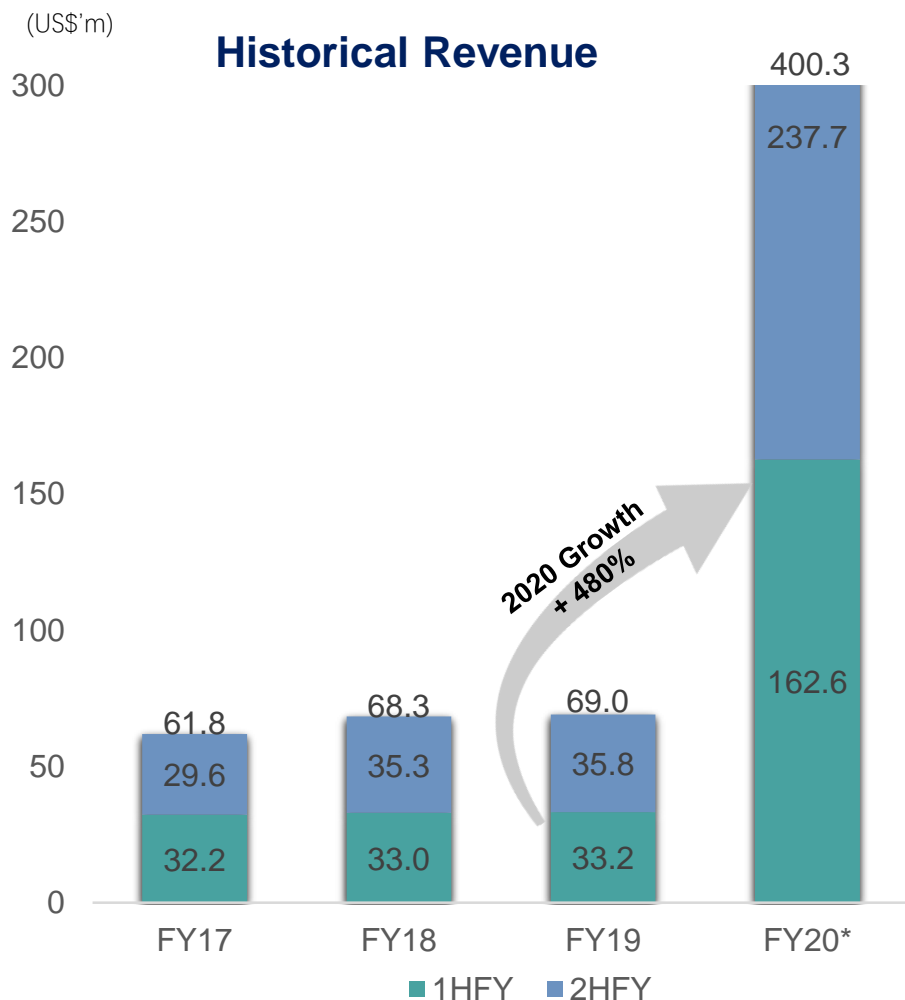


-  Established since **1989**
-  Listed on **SGX in 1999 and TSE (TDR) in 2002**
-  **~7,500 employees worldwide**
-  **Export to > 30 countries**
-  **Key non-China based PPE Supplier**
-  **Key Partner, TW & SG National Stockpiling**

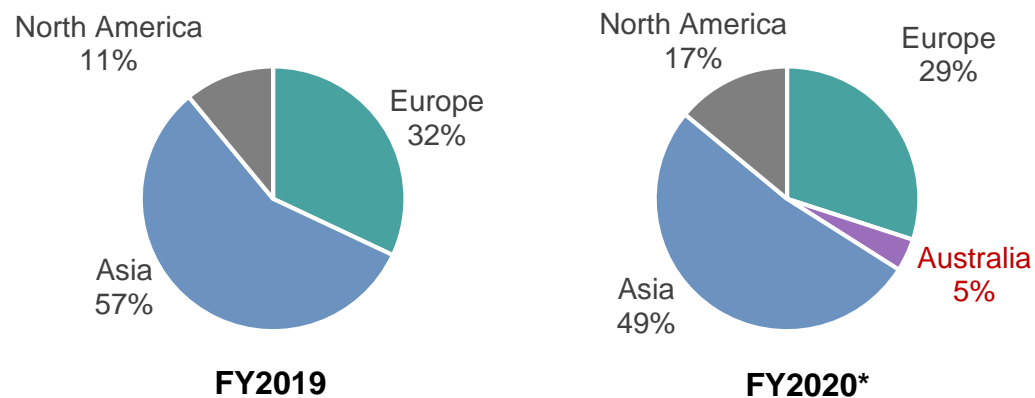
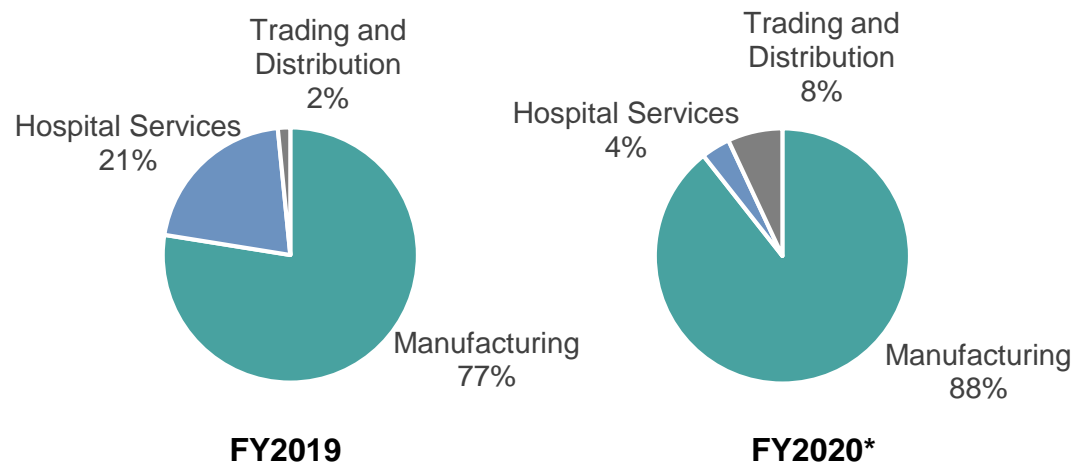
FY20 Revenue*	US\$400.3m
FY20 Net Profits	US\$131.7m

* The 2020 figures are based on the latest unaudited consolidated management accounts.

Revenue Surged in FY20 Following Increased PPE Demand



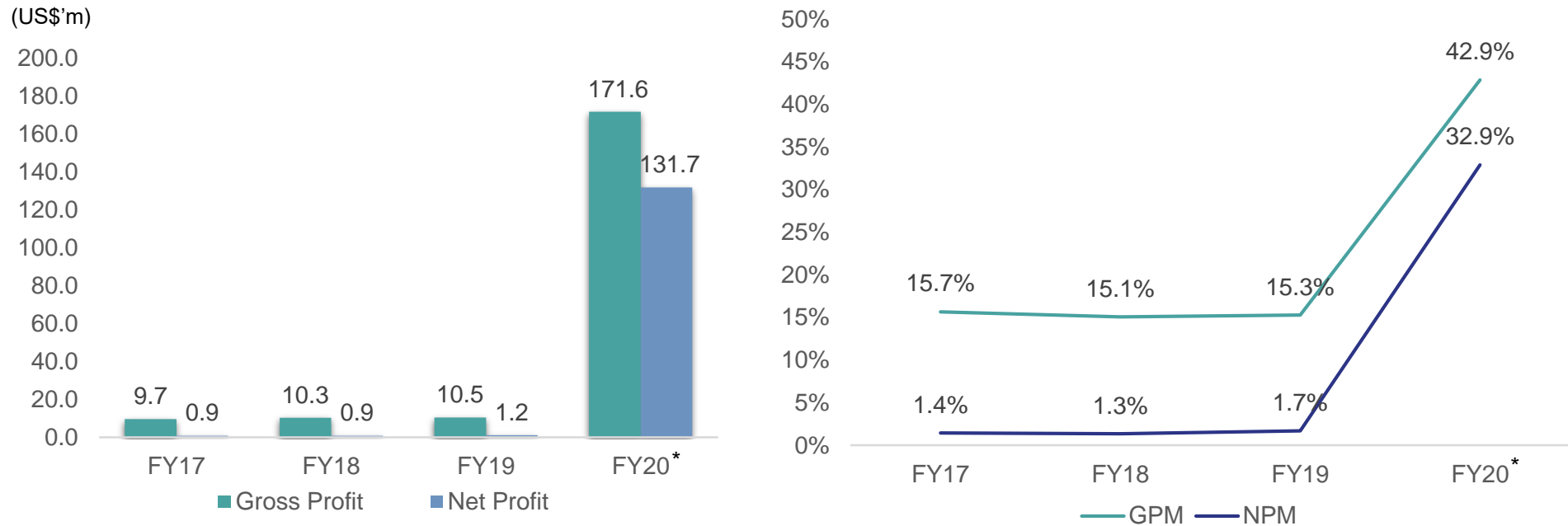
Revenue Breakdown by Business Segment and Geography



* The 2020 figures are based on the latest unaudited consolidated management accounts.

FY20 marked significant profit spikes and margin expansions

Historical Profits and Margins



- Expanded profit margins in 2020 arising from economies of scale, higher proportion of sales of Medtecs-branded products, and higher average selling prices of PPE.
- There has been an increase in long term and recurring orders with average selling prices (ASP) of PPE peaking in April 2020 in light of global shortages. While ASPs have come down from the peak, profit margins are expected to remain high (compared to previous years) given the increased sales of our own branded products which enjoy higher margins.
- 46% of OPM 2020 revenue was contributed by new customers.
- The supply of raw materials has also stabilized in 2020*, which resulted in a lower and more stable cost for production.

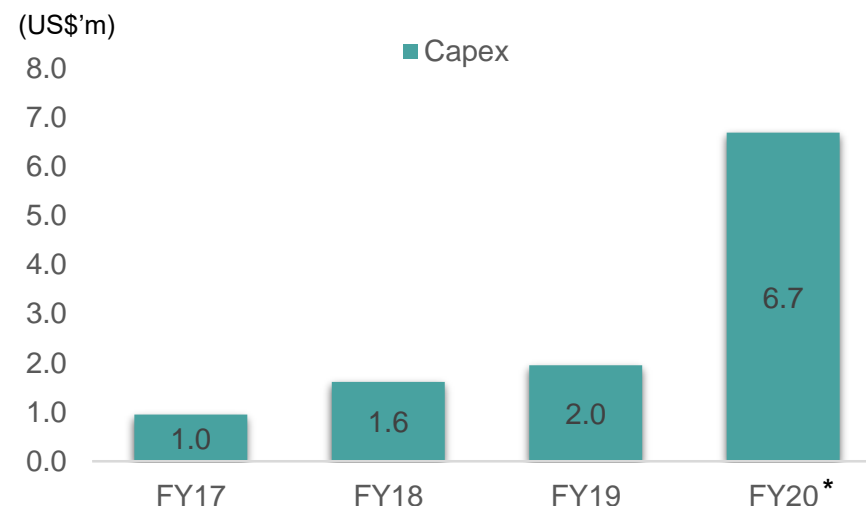
* The 2020 figures are based on the latest unaudited consolidated management accounts.

Financial Position

Balance Sheet Highlights

(US\$'m)	As at * 31 Dec 20	As at 31 Dec 19
Cash and bank balances	82.2	3.1
Inventory	53.7	37.8
- Inventory days	86	237
Account Receivables	49.3	13.3
- AR days	45	71
Account Payables	10.4	3.8
- AP days	17	24
Key Ratios		
Debt / Equity (x)	0.2x	0.7x
Net Debt / Equity (x)	n.m.	0.7x

Capex Increase – Ramping Up Capacity to Meet Surging Demand



(US\$'000)	FY20 *	FY19
Cashflow from operating activities	101,390	4,370
Cashflow from investing activities	(6,074)	(4,649)
Cashflow from financing activities	(16,225)	(1,172)
Net cash (outflow)/inflow	79,091	(1,451)

* The 2020 figures are based on the latest unaudited consolidated management accounts.





Key Management Actions

Key Management Actions

Overview of 2020 & 2021 Focus



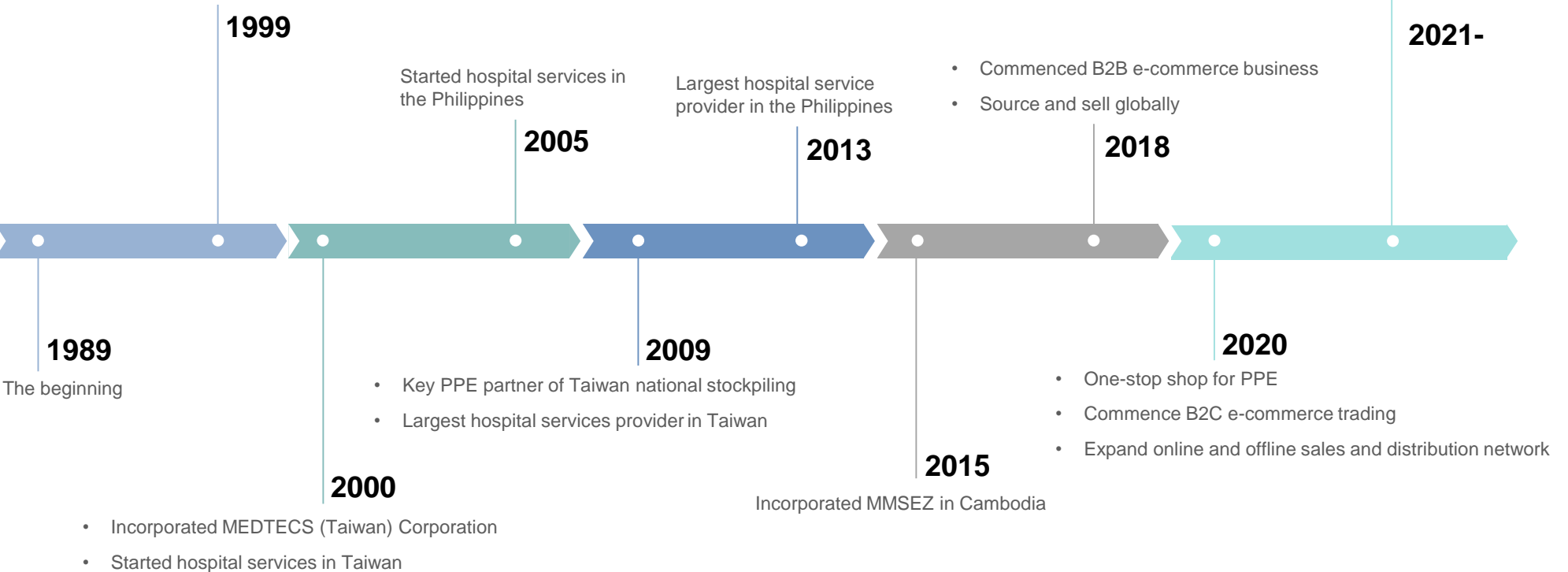
2020 was an exceptional year with unprecedented challenges and opportunities. Medtecs rose to the occasion, ramped up production capacity to meet the demand surge and transformed itself into a global leading PPE supplier and PPE stockpile solutions provider. 2020 also created an opportunity for the Group to launch its B2C services and its own branded products.

2021 and onward, Medtecs will focus on creating sustainable business growth by making the best of its cash position and competitive strengths, pursuing long-term recurring orders, partnering up with key industry players via joint venture, mergers & acquisitions, and strategic investments to further create value for all stakeholders.

Key Development Roadmap

- **Integrations**
- **Global Stockpiling Service**
- **Global Procurement Platform**
- **Mergers & Acquisitions, Joint Venture**

- Listed on Singapore Stock Exchange (SGX)
- Incorporated MEDTECS (Cambodia) Corporation
- Incorporated MEDTECS (Asia Pacific) Pte. Ltd.



Key Management Actions

The following actions are being taken by Medtecs in support of our growth strategy

Action 1 ▶ Integrations

- ✓ Partnership with key raw material suppliers and industry players
- ✓ Launch *Medtecs Shield* Anti-Viral Collection
- ✓ Expand sales channels

Action 2 ▶ Global Stockpiling Service

Action 3 ▶ Global Procurement Platform

Action 4 ▶ Mergers & Acquisitions, Joint Venture

- ✓ “Future-proof” our market positioning and enlarge market share
- ✓ Work with external experts and leverage on our internal talents and global network to design and operate an internal incubator process that can continuously deliver a pipeline and portfolio of disruptive new ventures

Key Management Actions

Integrations

Partnership with key raw material suppliers and industry players

The Company announced multiple strategic alliances in 2020. Our partnership with **Mytrex**, the leading non-woven filtration material supplier, for example, ensures a cost-effective and reliable supply of critical raw materials for PPE.

We are in talks with key industry players to develop new product lines and broaden our PPE product range to include items such as gloves, syringes, rapid test kits, and medical devices such as ventilators and nebulizers to secure long-term supply contracts with major group purchasing organizations worldwide.

We recently entered into a joint venture agreement with ACO International Limited, founded by a group of experienced professionals with extensive knowledge in the medical product supply chain and deep relationships across the US healthcare market. Together with ACO, we have incorporated a joint venture company, **Resilient Medical Pte. Ltd.** in Singapore.

Key Management Actions



MEDTECS SHIELD

Integrations

Medtecs Shield Anti-Viral Collection



Weekly Disposable Mask

A 3-ply medical mask designed for 5-7 days of use to reduce waste. Odor-free and environmentally friendly.



Spray

Provides protection from viruses, bacteria, and molds for up to 180 days. Alcohol-free and SGS certified for safety.



Stylus Pen

A nano-enhanced stylus pen that provides a zero-touch solution for public surface to minimize contact transmission.



Phone Case

Made with US military-grade material to be shock-proof and drop-proof. Enhanced with anti-viral and anti-bacterial material.



Card Holder

Double-sided anti-viral material inhibits germs. Soft, gelled corners for enhanced durability. Customization provided upon request.



Key Management Actions



MEDTECS SHIELD

Integrations

Medtecs Shield Anti-Viral Collection



Hydroxyl Radicals
Effective Against
Viral & Bacterial Infections

With Anti-viral Nanocomposite!

- An environmentally friendly, non-toxic, and self-cleaning material with ultra-high temperature resistance (under 500 °C)
- When activated, it forms highly reactive hydroxyl radicals that suppress growth of viruses and bacteria.

▶▶▶ This makes it an ideal material to be applied to a variety of disease-prevention products.



Key Management Actions

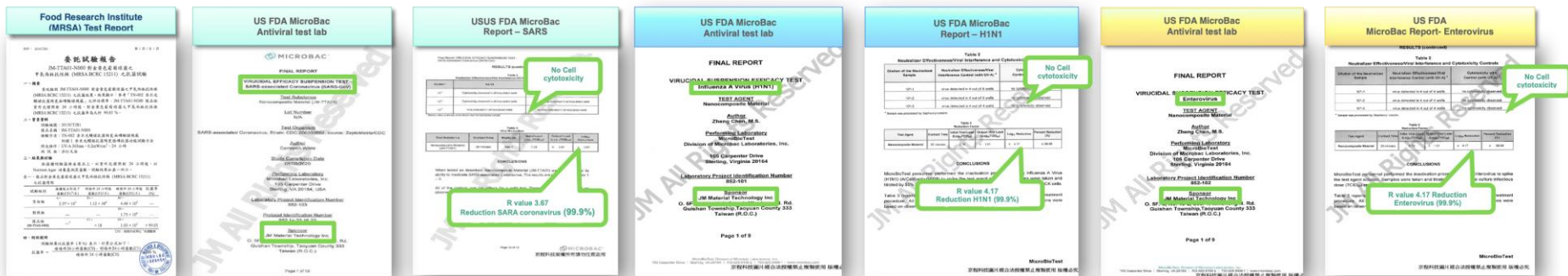


MEDTECS SHIELD

Integrations

Medtecs Shield Anti-Viral Collection

Medtecs Shield has passed **100+** Anti-viral Test Certifications



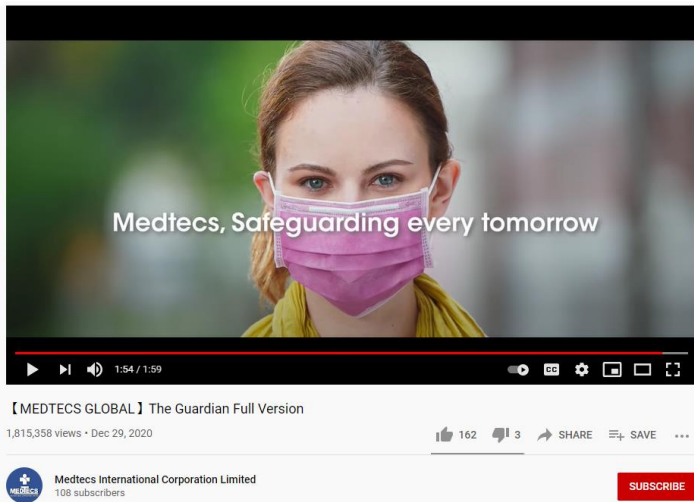
More Medtecs Shield products will be launched soon.



Key Management Actions

Integrations Expand sales channels

- Greater visibility of Medtecs products both online & offline through use of e-commerce platforms and social media such as *Medtecs Express* services, the Company's official Instagram, Facebook, and Twitter accounts to promote products, raise brand awareness, and increase customer engagement.
- First Medtecs brand video uploaded to YouTube generated over 2 million unique views within 60 days.
- Partnership with Amazon and Newegg to enhance logistics and distribution capabilities for the North American market.



Newly acquired sales channels: Robinsons, 7-11, Newegg, M-Store, T-Mart, Fisher Supermarket and more.



Key Management Actions

Global Stockpiling Service



B2G



Government

B2B



Institution

B2C



Individual

Solution A:

Rolling inventory management

Solution B:

Stockpile insurance with different tiers of membership & rates

Solution C:

Medtecs PPE subscription plan for individuals and small businesses

Solution D:

Turnkey solution to help set up local/domestic PPE production facilities supported by warehousing and rolling-inventory systems

Qualified & Experienced

- Established since 1989
- National stockpiling partner of Singapore & Taiwanese government for past 18 years
- Largest ex-China PPE manufacturer

Guaranteed Continuous Supply

- Multiple production facilities in Philippines, Cambodia, China, and the U.S.
- Global sourcing
- One-stop shop capability

Reputable & Trustworthy

- Listed on SGX with TDRs listed on TSE
- Good corporate governance
- Sustainable growth strategies

Worldwide Logistics Network

- Global distribution centres in Japan, US, Canada, and Europe



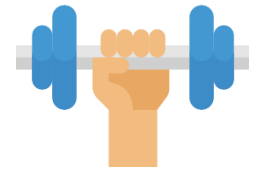
Key Management Actions

Global Stockpiling Service Project Philippine

Philippine policies and regulations now encourage and favor local manufacturing. For the government's PPE procurement projects, local vendors enjoy a premium of 15%, price-wise.

- ★ The biggest local manufacturer of PPE with comprehensive production line and product range.
- ★ Founding member of the Confederation of Philippine Manufacturers of PPE (CPMP)
→ to help establish product standardization, regulations, and testing for the Philippines
- ★ As the Biggest PPE provider in the Philippines
→ to help setup a special economic zone devoted to the manufacturing and distribution of healthcare supplies

Our Competitive Strengths



GOAL

To become the go-to PPE total-solution provider to serve the nation's PPE needs

Medtecs can provide not just respiratory protection, but also protective clothing such as isolation gowns, uniforms as well as medical devices to ensure workplace safety across industries.

- Started providing Medtecs epidemic-prevention products such as masks, N95, coveralls, isolation gowns, and gloves to the Philippine government.
- Medtecs has won a local military uniform tender at the start of 2021. It will also explore the opportunity to be the vendor of protective uniforms for the nation's government employees and civil servants.

PROGRESS



Key Management Actions

Global Procurement Platform

GOAL

Become the 1st multi-national Group Purchasing Organization in Asia with one-stop-shop capability

PROGRESS

- 2021.02
Acquired exclusive distributorship for Leltek Ultra-Sound
- 2021.02
Strategic partnership with ENIMMUNE for “Speedy COVID-19 Ag Rapid Test”
- 2021 Q1
Started cooperation with a Taiwanese nebulizer brand



Key Management Actions

Mergers & Acquisitions and Joint Venture



GOAL

PROGRESS

“Future-proof” our market positioning and enlarge market share

- Establishment of a joint venture company, **Resilient Medical**, with our partner, ACO International (ACO), to build a fully integrated product development, manufacturing, and sales and distribution platform.
- ACO will assist in the site selection for construction of a PPE production facility.
- ACO has connections with a significant network of health systems, hospitals, and healthcare related providers to capture increased market demand for PPE products worldwide and specifically, the U.S. market.
- The joint venture will allow Medtecs to expand manufacturing capabilities and product offerings and ultimately, expand our revenue streams.

Key Management Actions

Mergers & Acquisitions and Joint Venture



GOAL

PROGRESS

Work with external experts and leverage on our internal talents and global network to design and operate an internal incubator process that can continuously deliver a pipeline and portfolio of disruptive new ventures

- Medtecs is adopting innovation strategies in an increasingly disruptive business environment.
- Our long-term success depends not only on the ability to leverage our current capabilities and improve efficiency but also on taking risks and expanding into new markets and services.
- An external expert organization will collaborate with Medtecs to explore and assess the feasibility of launching a venture incubation platform. These incubation teams will be the seeds for future growth in Medtecs' transformation.
- We plan to launch the platform and new venture within 1H 2021.

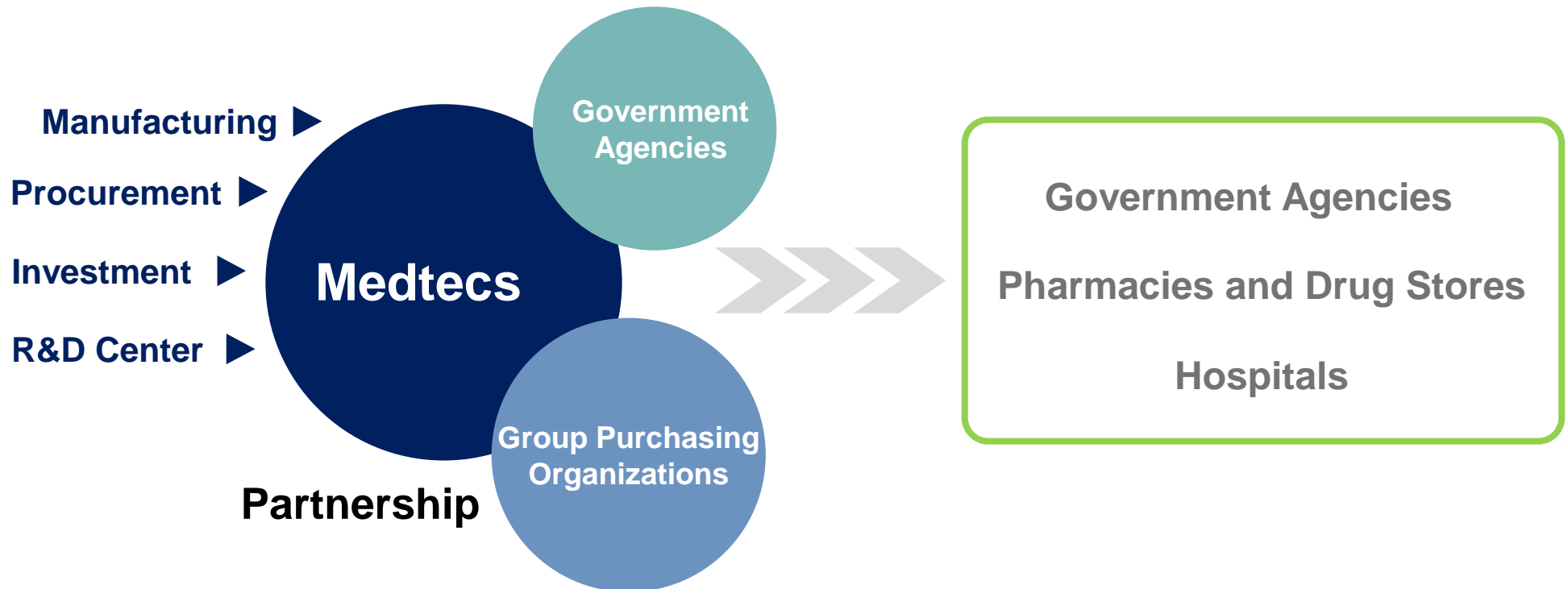


The Future – Building a Resilient Supply Chain

Building a Resilient Supply Chain

Post-COVID19, countries are looking for ways to address supply chain issues uncovered during the pandemic to avoid future shortages in medical equipment and supplies.

Medtecs will partner with government agencies, group purchasing organizations, and brand owners to build a resilient, global supply chain of PPE, medical devices, and health products.





**Medtecs Shield
Collection**



**Medtecs Express
Service**



Safeguarding Every Tomorrow

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