

IPO FACTSHEET



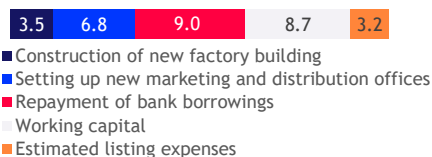
UMEDIC GROUP BERHAD (0256)

ACE MARKET | 26 JULY 2022 | HEALTH CARE

IPO STATISTICS

IPO Price (RM)	0.32
Fund Raised (RM million)	31.11 from new issue
Enlarged issued share capital upon listing (million shares)	379.91
IPO Market Capitalisation (RM million)	119.65
Price Earnings Ratio (PER)	23.53x

Use of Proceed (RM31.11 million from new issue)



BUSINESS OVERVIEW

Business Activities

UMediC is principally involved in the marketing and distribution of various branded medical devices and consumables. It is the authorised distributor of multiple established international medical device companies including Philips, Mindray, GE and Merit. Its products are distributed to more than 400 customers comprising public and private hospitals, other healthcare service providers as well as non-medical business entities. UMediC also engages third party contract manufacturers to produce medical furniture

The company also develops, manufactures and markets medical consumables, namely HydroX series prefilled humidifiers and AirdroX series inhaler spacers. UMediC and its production facility are assessed and accredited with the ISO 9001:2005, ISO 13485:2016 and EN ISO 13485:2016. The company also received the GDPMD certification and the Halal certification for its HydroX series prefilled humidifiers. Its medical consumables also complied with the European Commission health, safety and environment protection legislation, under the European Commission 93/42/EEC

83.71% of its FY2021 revenue was derived from the local market.

Research & Development (R&D)

Successfully developed and commercialised its HydroX series prefilled humidifiers and AirdroX series inhaler spacers to the market.

New products targeted to be commercialised in the next two years include sterile water for inhalation, prefilled nebulisers, digital oxygen flowmeters, and humidifier humidity sensors.

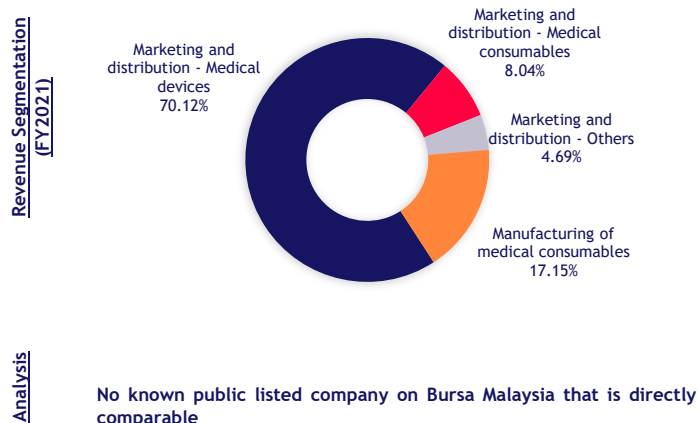
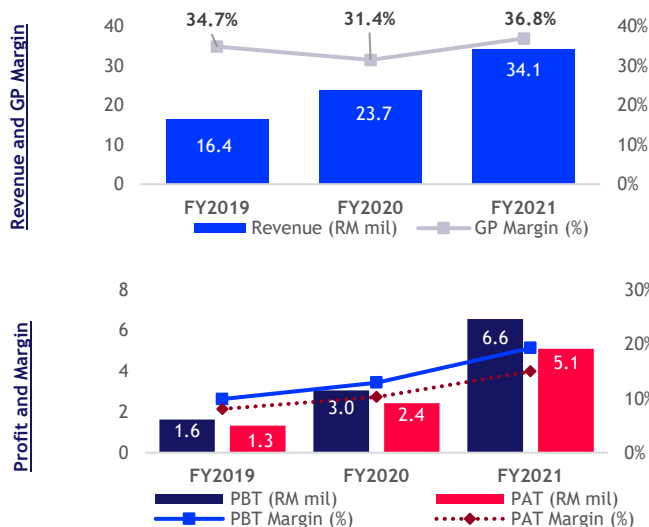
Competitive Advantages

- Established track record and reputation of around 20 years of cumulated market presence
- Ability to develop and produce quality products through its in-house R&D activities
- Wide geographical market coverage, with its marketing and distribution offices strategically located in Penang, Kuala Lumpur and Johor. UMediC has also expanded its customer network to include overseas markets in over 30 countries globally.
- Experience management team

GROWTH STRATEGIES AND FUTURE PLANS

- Construction of new factory building, which includes building a single storey production floor and a storage area with a built-up area of approximately 35,000 square feet
- Strengthening its domestic presence and reach through setting up a new marketing and distribution office each in the central area of Kuala Lumpur and Johor Bahru
- Development and commercialisation of new products under its own brand. New products set to be commercialised in the next two years include sterile water for inhalation, prefilled nebulisers, digital oxygen flowmeters, and humidifier humidity sensors
- Expanding its product portfolio through the development of current and new brand distribution business

FINANCIAL PERFORMANCE & PEER ANALYSIS



PROMOTERS & SUBSTANTIAL SHAREHOLDERS

Promoter/ Substantial Shareholder	Designation	Shareholding after IPO	
		Direct	Indirect
UMediC Capital Sdn Bhd	Promoter and substantial shareholder. Investment holding	51.44	-
Dato' Ng Chai Eng	Promoter and substantial shareholder. Non-Independent Non-Executive Chairman	5.46	51.52
Lim Taw Seong	Promoter and substantial shareholder. Executive Director/ Chief Executive Officer	5.46	51.44
Lau Chee Khiong	Promoter and substantial shareholder. Non-Independent Non-Executive Director	4.75	51.44

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