

ReplantMed Ltd. & Replant Group Hungary

We are in those segments of the Health Care business where we can be among the first three players. We offer high quality products and unique services. We grow together with our partners.”



Main data - Hungary

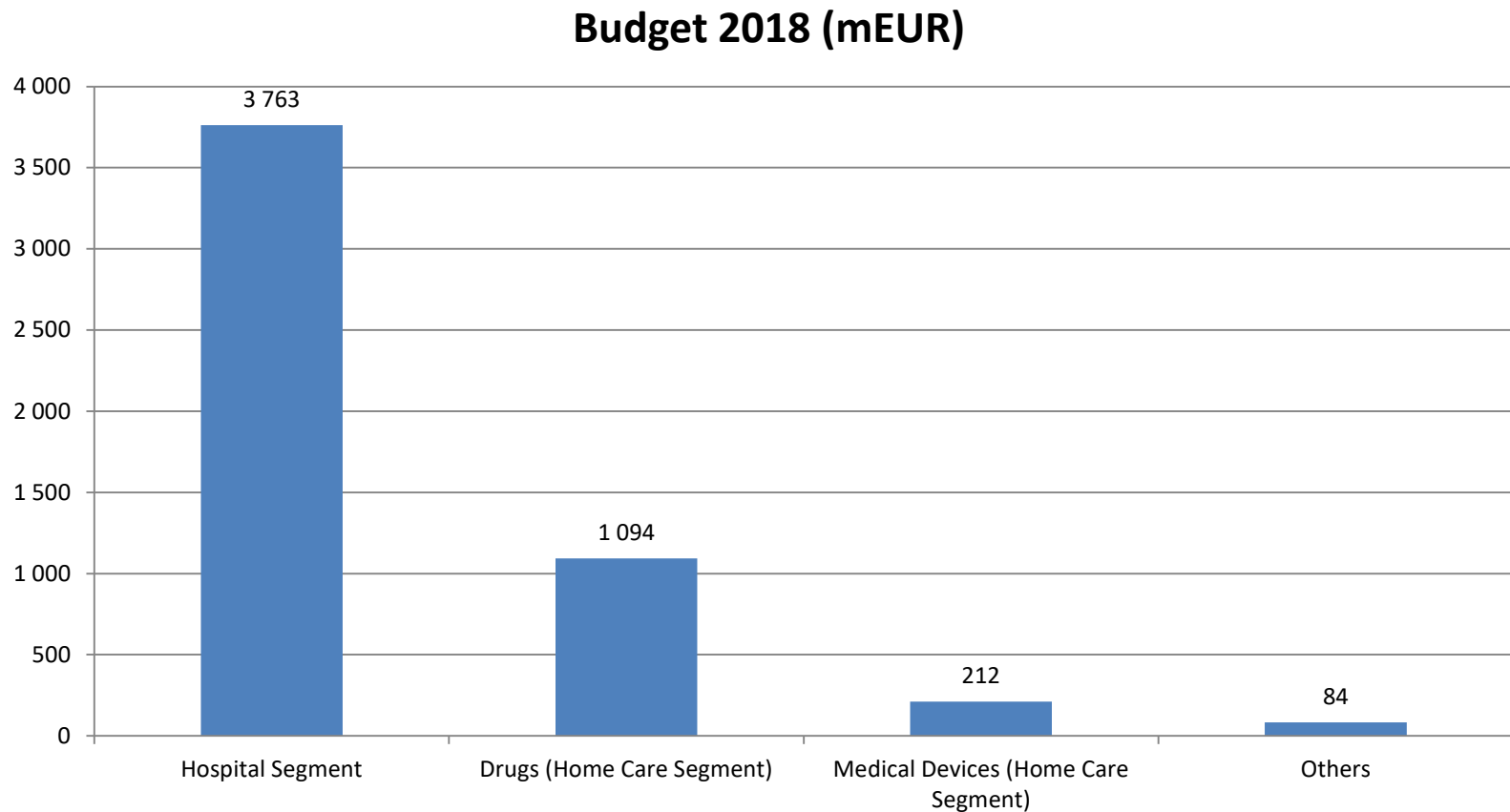


- Population: 9,9 million
- 3 million pensioner
- Growth of GDP : 3,2%
- Inflation (2017): 2,3%
- 127 hospitals (NHS)
- GDP spending on Healthcare < 5%

Inpatient (hospital) segment

- Social security system: almost all the Hungarians are covered by National Health Insurance
- **Hospitals have to cover the costs from their budget** (regulated by Ministry of Health and National Health Insurance/NHI)
- **Budget: financed amount is set according to type of diseases** (DRG: Diagnosis Related Groups). 1 point = 180 000 HUF (~ 580 EUR). This amount has not been changed since 2015.
- **There are only few private hospitals** specialized mainly for one day surgery
- **New private hospitals will be opened in 2018-2019** (DrRose, Medcover, Duna Medical Center) for bigger procedures (owners: financial investors, insurance companies)
- Medical Devices can't be prescribed in hospitals except for discharge purpose

Total NHIF „benefit of kind” budget for 2018



ReplantMed is the part of Replant Group



Specialized for Hospital Supply



Medical Devices for Community Care



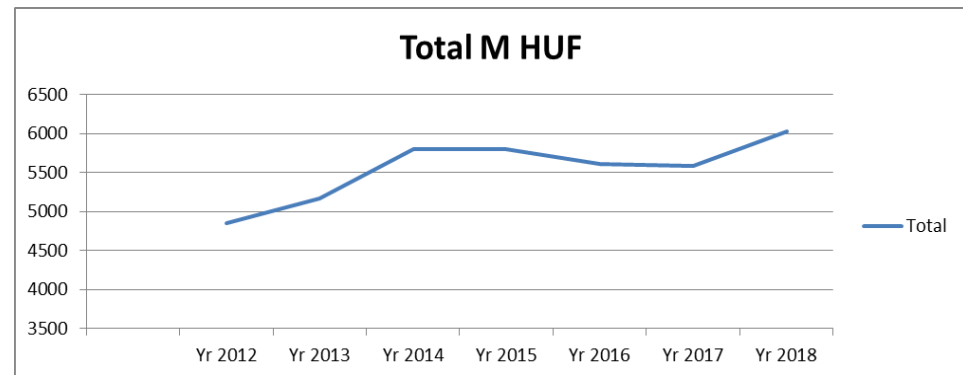
Professional Field Rep. Services



Manufacturer of orthoses

Replant Group – main data

- We are in the Health Care business in Hungary for the last 25 years (8 years with Bristol Myers-Squibb)
- Total turnover of the Replant Group was 6,05 B HUF (approx. M EUR 19,7) in 2018
- Annual avrg. growth rate/yr.: 3,8%
- Representing 20 companies with more than ten thousand products
- Total HC: 100 people
- Total number of field reps: 37
- ISO 9001 : 2009 since 2003
- AA risk classification in 2018



Management



Zsolt Jóbai:, General Manager
Owner of 70% shares



Péter Hanga: Professional Managing Director
Owner of 15% shares,

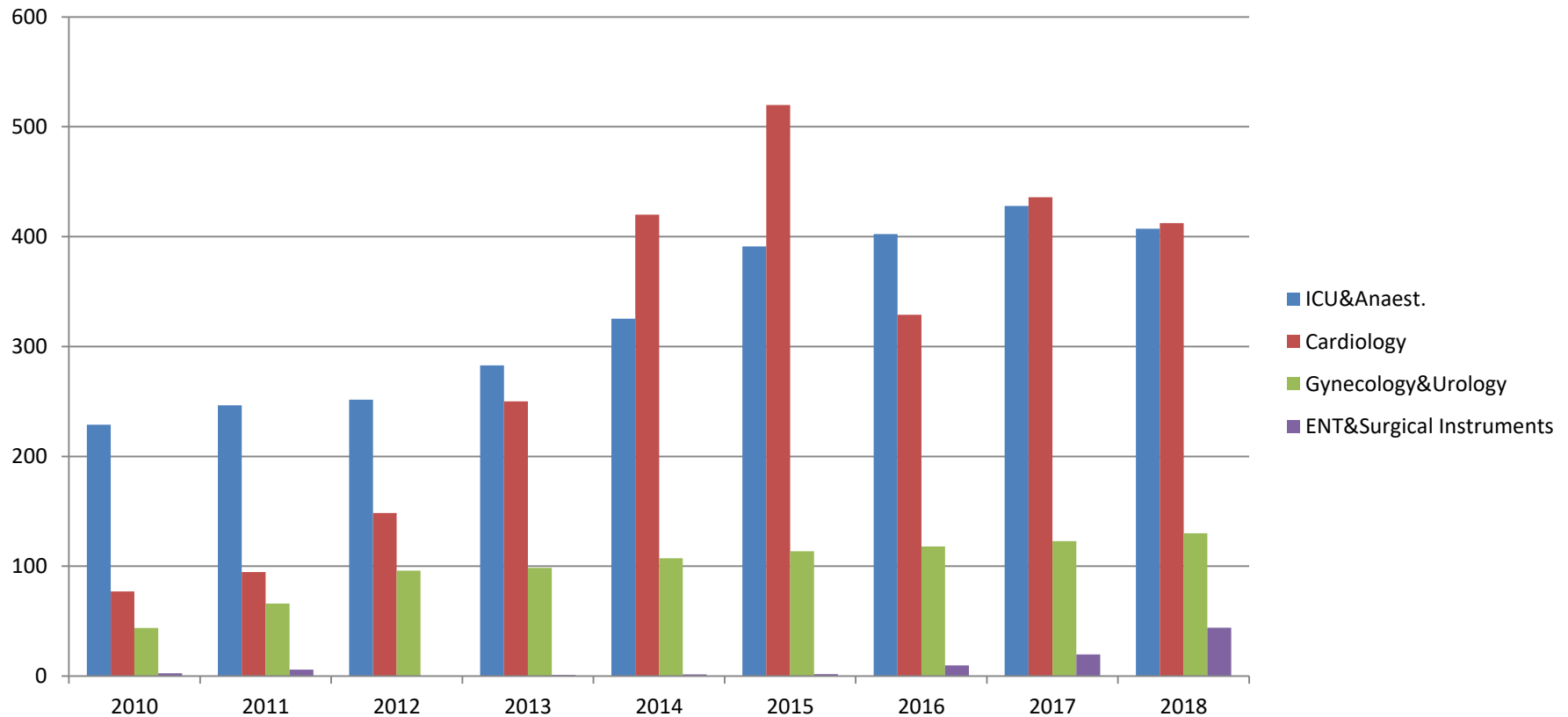


Norbert Komenda: Finance Director
Owner of 15% share

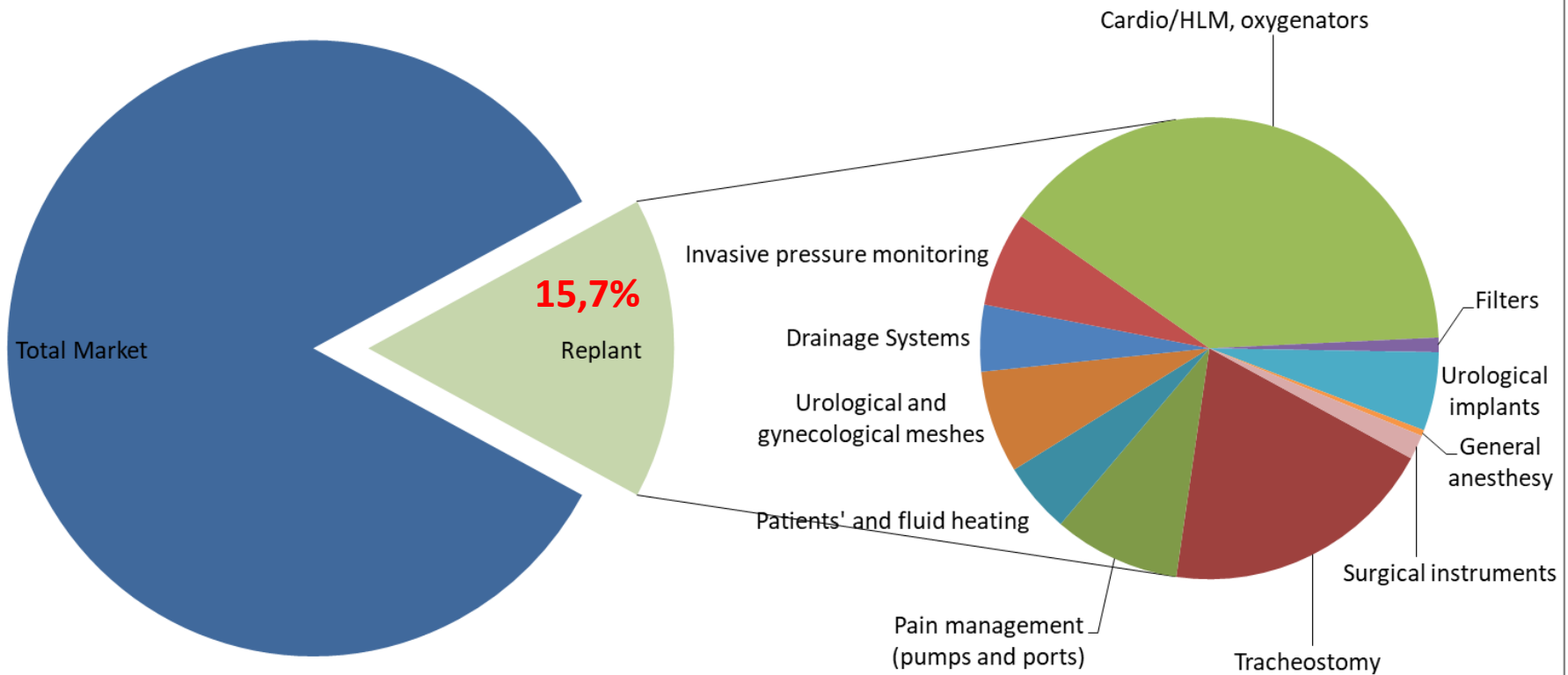
- ICU and Anaesthesia
- Cardiology
- Gynaecology
- Surgery
- Oncology
- Operation wards
- Urology MH



Sales History of Business Units (m HUF)







Our partners



Private Clinics

Distributors

Hospitals



Ethical behavior

- ReplantMed is the member of AMDM (local MD association)
- AMDM is a MedTech partner
- AMDM accepted the MedTech Ethical Codex by June 1, 2018