

ReplantMed Ltd. Hungary

Our mission

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.”

smiths medical
bringing technology to life

INTEGRA
LIMIT UNCERTAINTY

CSZ
Cincinnati Sub-Zero

MicroPort
CRM

THT
bio-science
GROUP

Roche

REDAX™
New drainage technologies
born of experience

flexicare
TOTAL QUALITY - TOTAL CARE

smith&nephew

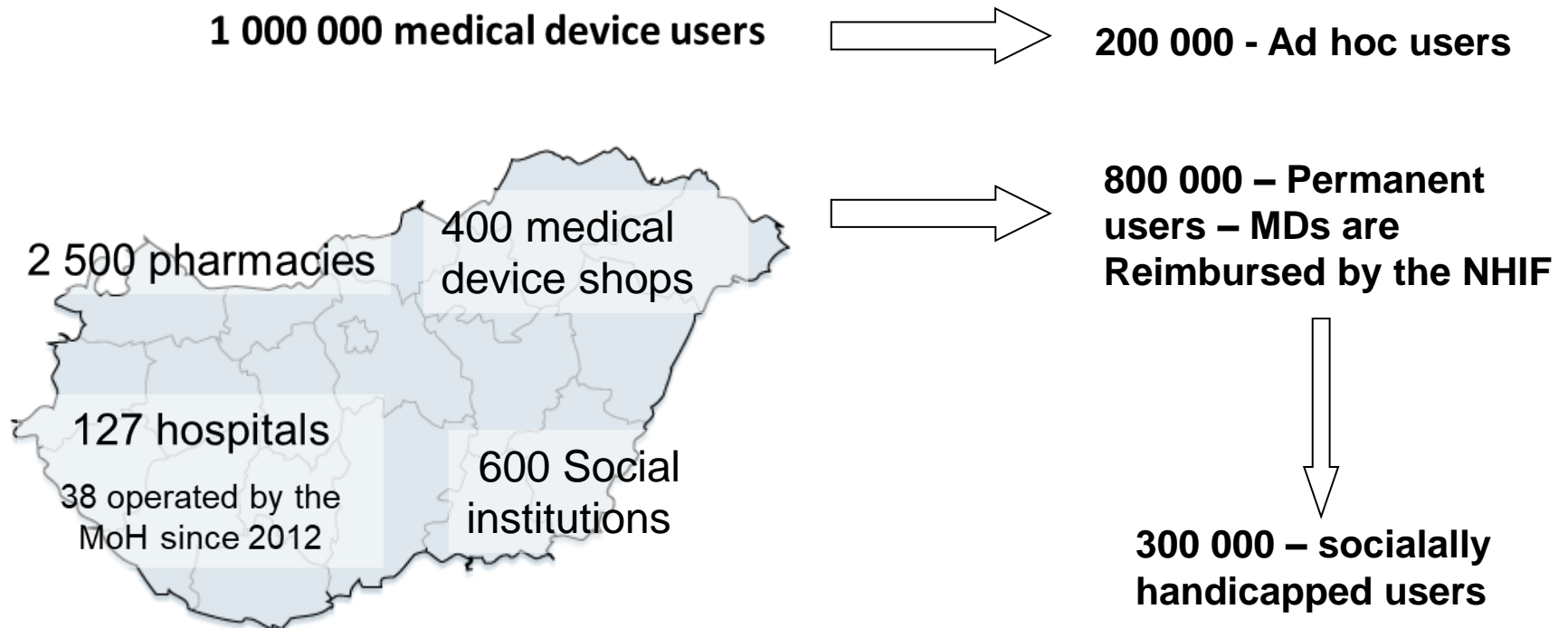
Boston
Scientific
Advancing science for life™

Main data - Hungary



- Population: 9,9 million
- 3 million pensioner
- Growth of GDP : 6 %
- Inflation (2022): 14,5 %
- 127 hospitals (NHS)
- GDP spending on Healthcare < 5%

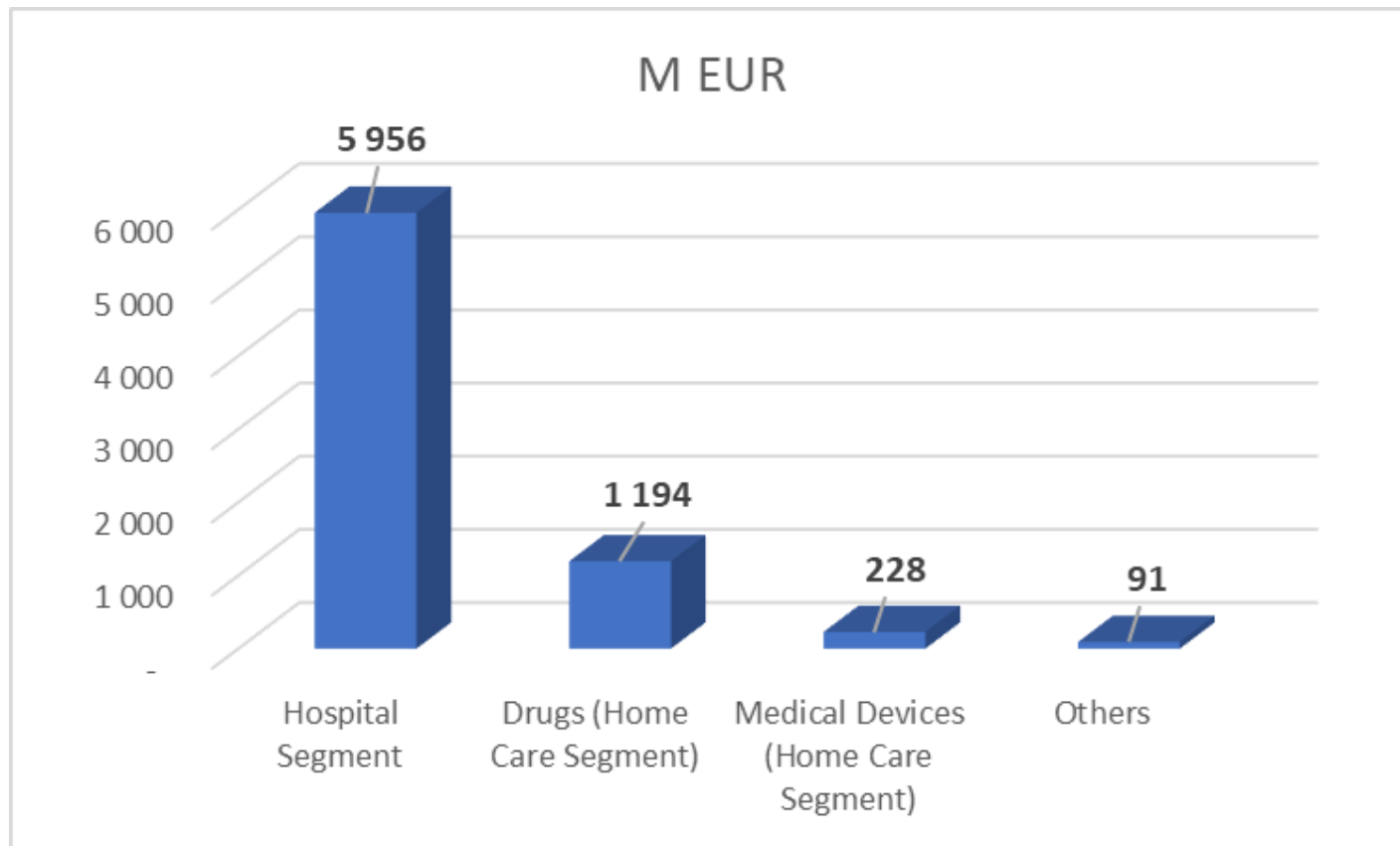
Main data, reimbursed market



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 (~ 490 EUR). This amount has not been changed since 2015.
- **There are only few private hospitals** specialized mainly for one day surgery
- **New private hospitals opened in 2020-2022** (DrRose, Medicovert, Duna Medical Center, MOM, Waberer, Doktor 24) 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 2022.



Community segment

- Social security system: almost all the Hungarians are covered by National Health Insurance
- Outpatient (home-care and elderly homes)
 - REIMBURSEMENT:
 - Medicines and medical devices can be prescribed by professionals.
 - Nurses are not authorized for giving prescriptions
 - Products are usually reimbursed at 80% (exception: ostomy at 98%)
 - Cheapest products can be reimbursed at 100% for socially handicapped people (with low income).

Replant Group – main data

- We are in the Health Care business in Hungary for the last 28 years (8 years with Bristol Myers-Squibb)
- Total turnover of ReplantMed 1,65 B HUF (approx. M EUR 4,5) in 2022
- Annual avrg. growth rate/yr.: 6 %
- Representing 20 companies with more than ten thousand products
- Total HC: 29 people
- Total number of field reps: 7
- ISO 9001 QM system since 2003
- D&B „AA” financial risk classification since 2018

Management



Zsolt Jóbai:, General Manager
Owner of 70% shares



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



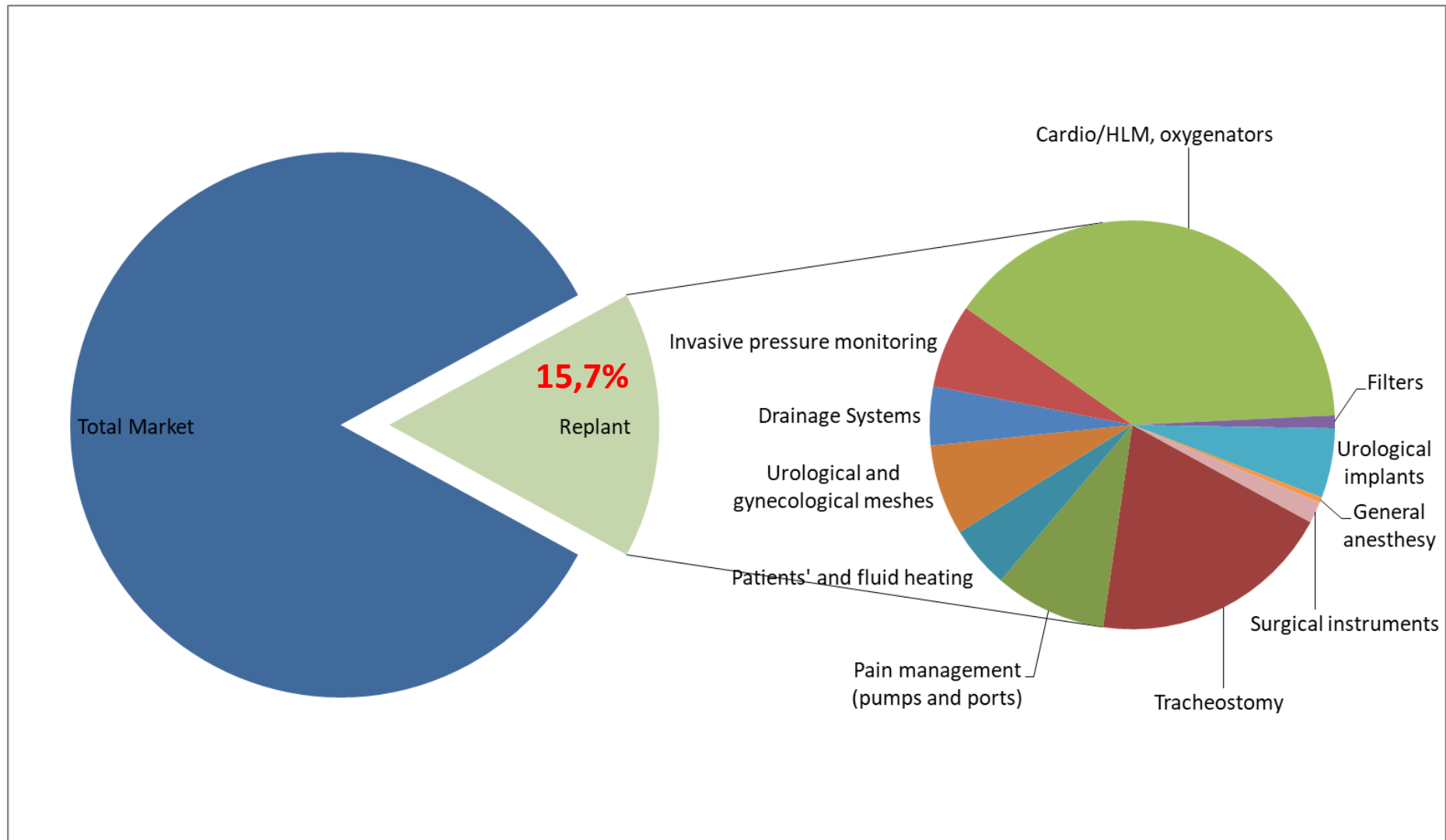
Norbert Komenda: Finance Director
Owner of 15% share

Areas of Activity of ReplantMed

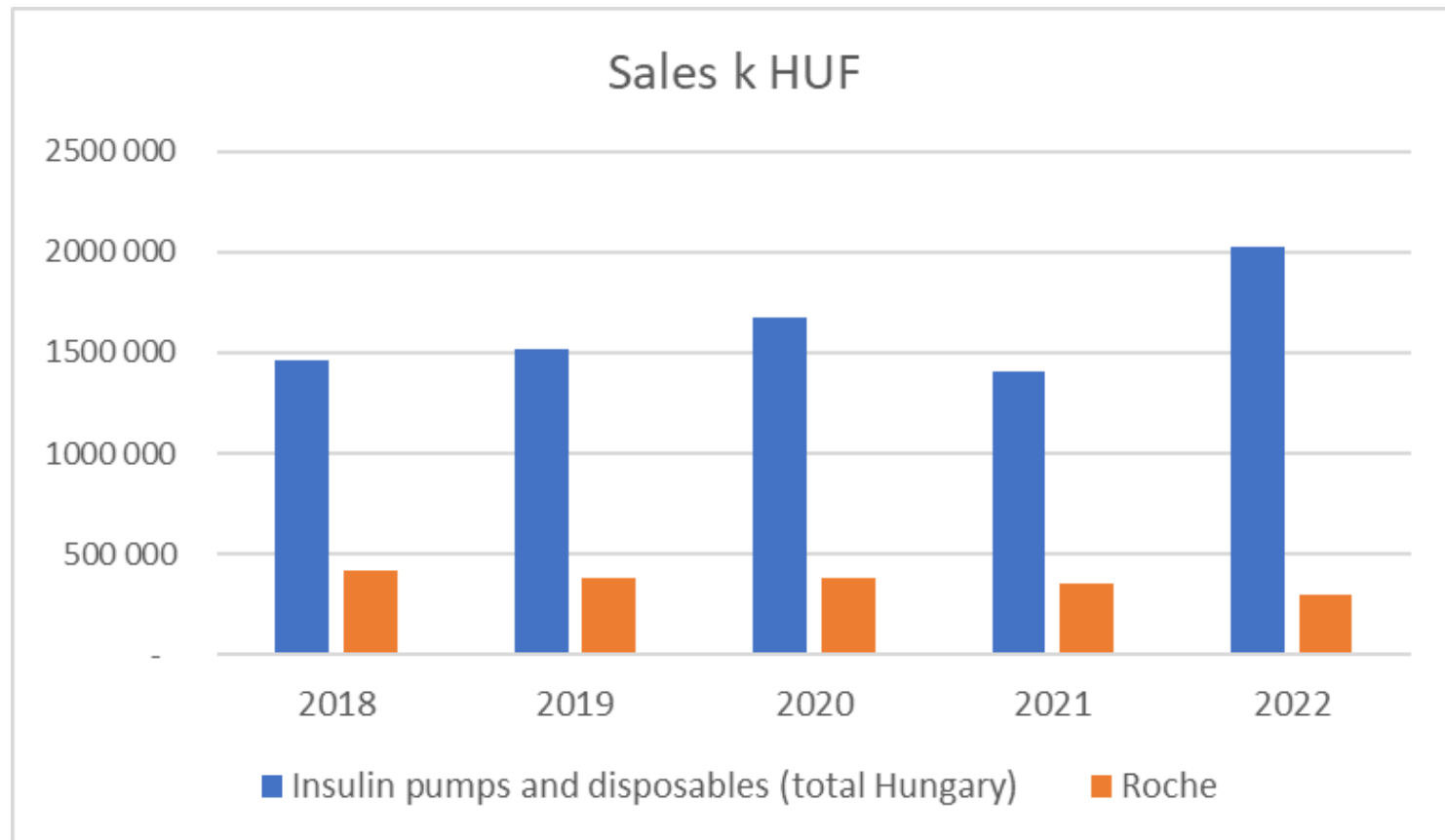
- ICU and Anaesthesia
- Cardiology
- Neurology
- Gynecology
- Surgery
- Oncology
- Operation wards
- Urology
- Diabetes care







Reimbursed sales (Roche)



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