

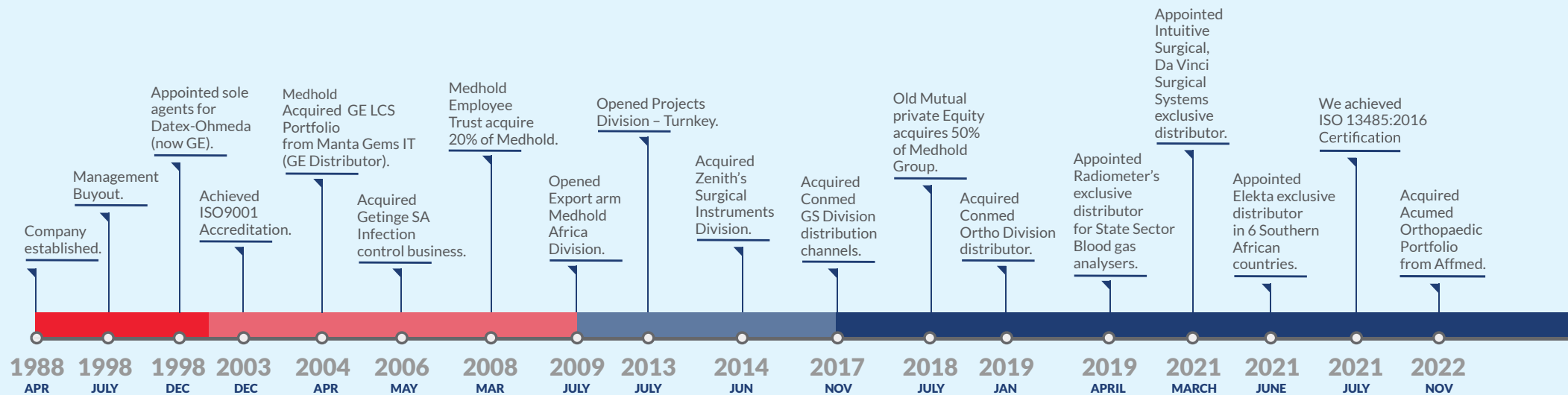


CORPORATE PROFILE 2023

LEADERS **IN** CHANGE



Supplier of world class medical devices, technology, software and clinical engineering support to the healthcare sector of Southern Africa.





OUR LEGACY

Connecting people & products
through partnerships.

For over 30 years the Medhold Group has built solid partnerships with world class Equipment Manufacturers to constantly provide best in class and affordable medical devices.

A leader in delivering trusted medical device and technology across Southern Africa.

Established in 1988, the Medhold Group continues to offer service excellence to all its clients by providing:

- ◆ Day to day medical device solutions backed by clinical expertise.
- ◆ World class medical software and clinical engineering support.
- ◆ An African team dedicated to supporting neighbouring countries in a commitment to healthcare excellence.
- ◆ Turnkey projects providing Fit for Purpose clinical facilities.

OUR MOTIVATION

Achieving long term goals through long term solutions.

◆ OUR FOCUS

People. Products. Partnerships

Building strong relationships with all stakeholders. Providing relevant medical devices solutions and services to support our partners brands. Introducing the latest healthcare products through international acquisitions for financial stability and long term growth.

◆ STRONG PARTNERS

Partnering with Old Mutual to add financial strength to the Medhold Group for expansion and provide relevant BBBEE compliance. Seeking to expand product offerings and reach with existing and new Multinational Device manufacturers. Providing growth opportunities for all employees and participation in the Medhold Employee Trust share scheme.

◆ OUR STRATEGY

Offering customers peace of mind and protecting their brand. Partnering with world class medical device manufacturers committed to providing the best in class solutions for the African markets. Strengthening financial and operational excellence to provide a platform for growth. Optimising value proposition and product longevity with efficient after sales repair services. Expanding our company with new partnerships and the latest product offering. Offering incentives for growth with 10% staff ownership in the company.

Uncompromising commitment to healthcare, excellent products, talented staff and innovative partners.



EXPLORE OUR PORTFOLIO

Committed to caring about our communities health since 1988.

◆ CARDIOLOGY

Cath labs, ECG recorders, Stress testing systems, Holter, Ambulatory BP, Information System.

◆ CSSD

Infection control, Washers, Sterilizers / Autoclaves, Flushers, Related consumables, Information Systems.

◆ ICU

Patient monitoring, Vital Signs Monitoring, Ventilation, Pendants, ECG recorders, Infant Care, Blood Gases, Defibrillators.

◆ MATERNITY

Incubators, Foetal monitors, Warmers, Resus units.

◆ GENERAL

Transport and NIBP monitoring, Ambulatory BP, Supplies and Accessories, Infant Care, AED's.

◆ THEATRE

Anaesthesia delivery, Monitoring, Theatre tables, Theatre lights, Digital OR, Pendants, Electro surgery, Information Systems, Defibrillators, Surgical Instruments, Laparoscopic, Robotic & Open Surgery, Smoke Evacuation, Instrument Management Systems.

◆ ORTHOPAEDICS

Upper Extremity Fixation, Lower Extremity Fixation, Rib Fixation, Sports Med, Power Tools, Imaging and Visualization.

◆ RADIATION ONCOLOGY

(Exclusive to parts of Southern Africa)
Radiation Therapy, Brachytherapy, Magnetic Resonance Guided Radiotherapy, Stereotactic Surgery, Neurosurgery.

◆ EMERGENCY PRODUCTS

Transportation, Immobilisation, Resuscitation, Emergency procedures, Defibrillators.

TRUSTED

Life time partners in
healthcare excellence.



UPPER EXTREMITY FIXATION, LOWER EXTREMITY FIXATION & RIB FIXATION

Committed to improving patient care through the design and manufacture of innovative orthopaedic fixation for the global healthcare community.



FLUSHERS DISINFECTOR & DETERGENTS.

Improving Clinical Outcomes for Acute & Long Term Patient Care.



DEFIBRILLATORS & AED'S.

Bexen Cardio ready for life.



LAPAROSCOPIC, ROBOTIC & OPEN SURGERY. IMAGING & VISUALIZATION. ELECTRO SURGERY.

Orthopaedic – Sports Medicine.

Orthopaedic – Power Tools.

Surgical Technology to safeguard Patient Health.



EMERGENCY & RESCUE PRODUCTS.

A Visionary in Industrial Safety,
EMS & Fire Rescue Solutions.



FLARE. THE OPERATING TABLE THAT PERFECTLY COOPERATES WITH THE C-ARM.

Famed Żywiec is a leading European manufacturer of high quality medical equipment.



EMERGENCY & RESCUE PRODUCTS

Leading global provider of emergency care solutions.



RADIATION ONCOLOGY.

Radiation Therapy, Brachytherapy;
MRgRT (Magnetic Resonance Guided Radiotherapy),
Stereotactic Surgery, Neurosurgery.



Partner
GE Healthcare

PATIENT CARE SOLUTIONS

Anaesthesia delivery systems. Patient Monitoring.
Cardiology. Ventilation. Maternal & Infant care.
Clinical Information Systems. Healthcare IT Systems.



**STERILIZERS/AUTOCLAVES. THEATRE
TABLES AND LIGHTS. INSTRUMENT
WASHERS DISINFECTANTS &
CONSUMABLES TRACKING & TRACING
SYSTEMS HEALTHCARE IT SYSTEMS.**

Providing hospitals and life science institutions
with products and solutions aiming to improve
clinical results and optimize workflows.



**ROBOTICS SURGICAL SYSTEMS. DA VINCI
BY INTUITIVE.** Enabling surgical care to get
patients back to what matters. Innovating for
minimal invasive care.



SURGICAL INSTRUMENTS.
Specialised German Quality
Medical Equipment.



**BLOOD GAS ANALYSIS
TRANSCUTANEOUS
MONITORING AQT**

Powerful Acute Care Diagnostics.
Powerful Technology. (only public sector).



Supplies and Accessories for Anaesthesia.

Expanding together for a more sustainable future in healthcare for Southern Africa.

◆ ENVIRONMENTAL SUSTAINABILITY

Reducing our overall carbon footprint by:

Reducing our carbon emissions.
Installation of 300 Solar panels at Medhold's head office.
Converting to energy saving LED technology.
Disposal of all medical device waste, adhering to WEEE regulations.

Harvesting rainwater for our gardens and premises.
Converting to a paperless company.
Eradicating harmful substances, such as asbestos ceilings, safely and effectively.

◆ SOCIAL TRANSFORMATION

Our Social, Ethics and Transformation Committee provides transformation through human capital and sustainability. Providing Employee equity participation in the Medhold Group through the Medhold Employee Trust. Investing in opportunities for employees and fellow South Africans through:

- ◆ Ongoing training and development plans for our teams.
- ◆ Y.E.S. programme implementation.
- ◆ P2 Learnerships in the Clinical Engineering field.
- ◆ Learnerships for Disabled members of society.

◆ SALES & MARKETING

Professional and focused field force.
Expert advice from our Product Managers. Ongoing in field support and training.

◆ TRAINING & EDUCATION

Catering for both on and off site training with knowledgeable medical professionals. Offering training in multiple fields to keep up with a constantly changing medical field. Creating medical solutions that move with you and your patients.



SUSTAINING A FUTURE IN HEALTHCARE.

Combining up-to-date facilities and knowledgeable medical professionals.

CERTIFIED TRAINING PROGRAMMES:

◆ ARTHROSCOPY

Conmed Arthroscopy Academy.

◆ CARDIOLOGY

Bexen Cardio Defib application training. ECG training for MAC ECG's range of products. Holter application training to assist in diagnosing heart rhythm issues. MacLab, CardioLab, and ComboLab application training. Muse application training. Stress Test Devices application training.

◆ LIFE SUPPORT EQUIPMENT

Life support equipment.

◆ INFECTION CONTROL

Getinge Academy for infection control. SETA Accredited Infection control training centre, offering entry level, intermediate and advanced courses

◆ INSTRUMENTS

All About Instruments a course on optimum instrument care and maintenance.

◆ LAPROSCOPIC

Various Laparoscopic courses in collaboration with ConMed Corporation.

◆ THEATRE TABLES

Getinge SW Nurses Club: Theatre Tables and Patient Positioning.

◆ ROBOTICS

Certified Da Vinci Robotic Training in Urology, General Surgery and Gynaecology.

◆ SHOULDER AND KNEE

Various international courses are offered in both Shoulder and Knee Arthroscopy.

◆ SMOKE EVACUATION

Smoke Free or Clear the Air: CPD accredited 3 CPD points.

◆ ORTHOPAEDIC TRAUMA

Various Upper and Lower Limb local and international courses.

Systematically maintaining service excellence in the healthcare industry while improving the quality of life in Africa.

◆ **CLINICAL ENGINEERING**

Vital service support for both life support and other electro medical equipment. Over 40 Qualified Clinical Engineers maintain service excellence. Ongoing commitment to training and education.

◆ **CERTIFIED TRAINING**

Certified technical support staff with manufacturer approved training for service and diagnostic procedures. Resources for refresher in house engineer training. Access to regular first-line training courses for hospital clinical engineers from vital signs monitors, anaesthesia machines to infection control.

◆ **REPAIR CENTRES**

Services for product specific repair centre departments with dedicated technicians.

Provision of loan equipment (where applicable).
Delivery of specialised diagnostics, repairs and services.

◆ **CUSTOMER SERVICE CENTRES**

Access to highly trained customer service employees providing quotations, price queries, job openings and orders for accessories and parts.
Provision of posted service schedulers give two months' notice to field engineers and clients about upcoming services.



AFRICA & PROJECTS

Industry leaders in critical healthcare support.

◆ AFRICA

Building relevant sustainable distribution channels with Head Office support.
Providing best in class medical device solutions for all types of facilities.

Understanding the unique challenges and dynamics of the various African markets. Working with International donor organisations to achieve approved outcomes.

Leveraging off the strength and expertise of the South African teams. Investing in clinical engineers for in-country and regional support.

◆ PROJECTS

Working with architects on layout, room dimensions and area flows.
We offer CAD drawings for mechanical and engineering services for medical, dental, kitchen and laundry equipment.

Drawing up room data sheets for all equipment in all areas.
Negotiating and procuring all equipment.

Co-ordinating, delivery, installations, commissioning and training by industry standards. Completing turnkey solutions.

OUR OFFICES

Connecting Southern Africa
to the world of healthcare.



◆ HEAD OFFICE

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