



Fostering
sustainable values

**Japan Vietnam Medical Instrument
Joint Stock Company (JVC)**

Head office: 24th Floor, ICON 4 Building, 243A De
La Thanh Street, Dong Da District, Hanoi

Tel: +84 24 3683 0516

Fax: +84 24 3683 0578

HCMC Branch: 7th Floor, Central Garden, 328 Vo
Van Kiet Street, District 1, Ho Chi Minh City

Tel: +84 28 3920 7283

Fax: +84 28 3920 5873

Viet Nhat Clinic: 7th Floor, Dong Loi Building,
2+4 lane 1160 Lang street, Dong Da District, Hanoi

Tel: +84 24 3683 0617

Fax: +84 24 3683 0578

Email: info@yateviethat.com.vn

Website: www.yateviethat.com.vn

COMPANY PROFILE

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GENERAL INFORMATION

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Vietnamese Name: Công ty Cổ phần Thiết bị Y tế Việt Nhật

English Name: Japan Vietnam Medical Instrument Joint Stock Company

Abbreviated Name: JVC

Business Registration Certificate and Tax Code: 0101178800

Date of Establishment: 27/09/2001

Charter Capital: VND1,125,001,710,000

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Tel: +84 24 3683 0617

Fax: +84 24 3683 0578

Website: www.ytevietnhat.com.vn

Email: info@ytevietnhat.com.vn

SHARE AND SHAREHOLDER INFORMATION

Ticker: JVC

Stock Exchange: HOSE

Listing date: 21/06/2011

Number of listed shares: 112,500,171

Investor relation email: qhcd@ytevietnhat.com.vn

INTRODUCTION

Japan Vietnam Medical Instrument JSC (JVC) joined the healthcare industry in 2001, aiming to invest in society's sustainable development. Over 20 years of constant efforts, we have transformed ourselves into an expert in Medical instrument sales, Consumables sales, Profit sharing, Technical Services and Clinic, acknowledged by our valued customers and partners. Understanding the immense potential of digitalization in the healthcare sector, we have also invested in IT services, aiming to establish a fully automized hospital system in the near future.

We are proud to provide access for Vietnam's healthcare sector to advanced medical technologies, machineries and equipment from all over the world. On this proud journey, we have accomplished many achievements while navigating through many challenges. Our company has been working tirelessly in order to realize our goals and vision, step by step.

Embracing the message "Fostering sustainable values", JVC has been delivering our core values to our employees, partners, customers, shareholders and the society. We sincerely appreciate your continuous support in the future.



Vu Thi Thuy Hang

VISION

Become the leading medical instrument and solution supplier in Vietnam

MISSION

Contribute to the development of Vietnam's healthcare sector

CORE VALUES



TRUST

TRUSTING our employees and
BEING TRUSTED by our employees



COLLABORATION

COLLABORATION with our
suppliers for mutual development



CREDIBILITY

CREDIBILITY with our customers



TRANSPARENCY

TRANSPARENCY to our shareholders



RESPONSIBILITY

RESPONSIBILITIES to society

DEVELOPMENT MILESTONES

27/09/2001

Formerly known as Japan Vietnam Medical Instrument Co., Ltd., JVC took its first step in the healthcare industry with 5 employees and a charter capital of VND 6 billions.

2002

JVC became the exclusive distributor of **Hitachi Healthcare's** diagnostic imaging products in the Vietnam market.

2003

JVC became the distributor of **Nemoto's** contrast injectors in Vietnam.

2004

Establishment of a representative office in Ho Chi Minh City, marked a milestone in market expansion.

2007

Launching of the first mobile health checkup bus in Vietnam.
In the same year, JVC became a distributor of **Fujifilm**, specializing in medical film and radiography products in Vietnam.

2014

JVC became the distributor of **Konica Minolta's** DR, CR, medical film and medical dry film printers in Vietnam market.

2013

The charter capital doubled from VND354 billion to VND568 billion, marked the 3rd successful charter capital increase.
In the same year, JVC acquired Kyoto Medical Science Co., Ltd.

2012

The charter capital increased from VND322 billion to VND354 billion.

2011

JVC marked its 10th successful year with its IPO on Ho Chi Minh City Stock Exchange (Ticker: JVC) on June 21st, 2011 with 24.2 million shares.
At the same time, the company's charter capital increased from VND242 billion to VND322 billion.

2010

On September 27th, 2010, Japan Vietnam Medical Instrument Co., Ltd. changed its name to Japan Vietnam Medical Instrument Joint Stock Company.

2009

Establishment of Viet Nhat Clinic, envisioned to meet the needs for on-site health checkup in industrial parks as well as other clients.

2015

The charter capital increased to VND1,125 billion.

2016

JVC became the distributor of **Sakura's** CSSD products in Vietnam.

2017

Establishment of Japan Vietnam Medical Instrument Joint Stock Company's branch in Ho Chi Minh City and relocation of its headquarter to ICON 4 Building, 243A De La Thanh Street, Dong Da District, Hanoi.

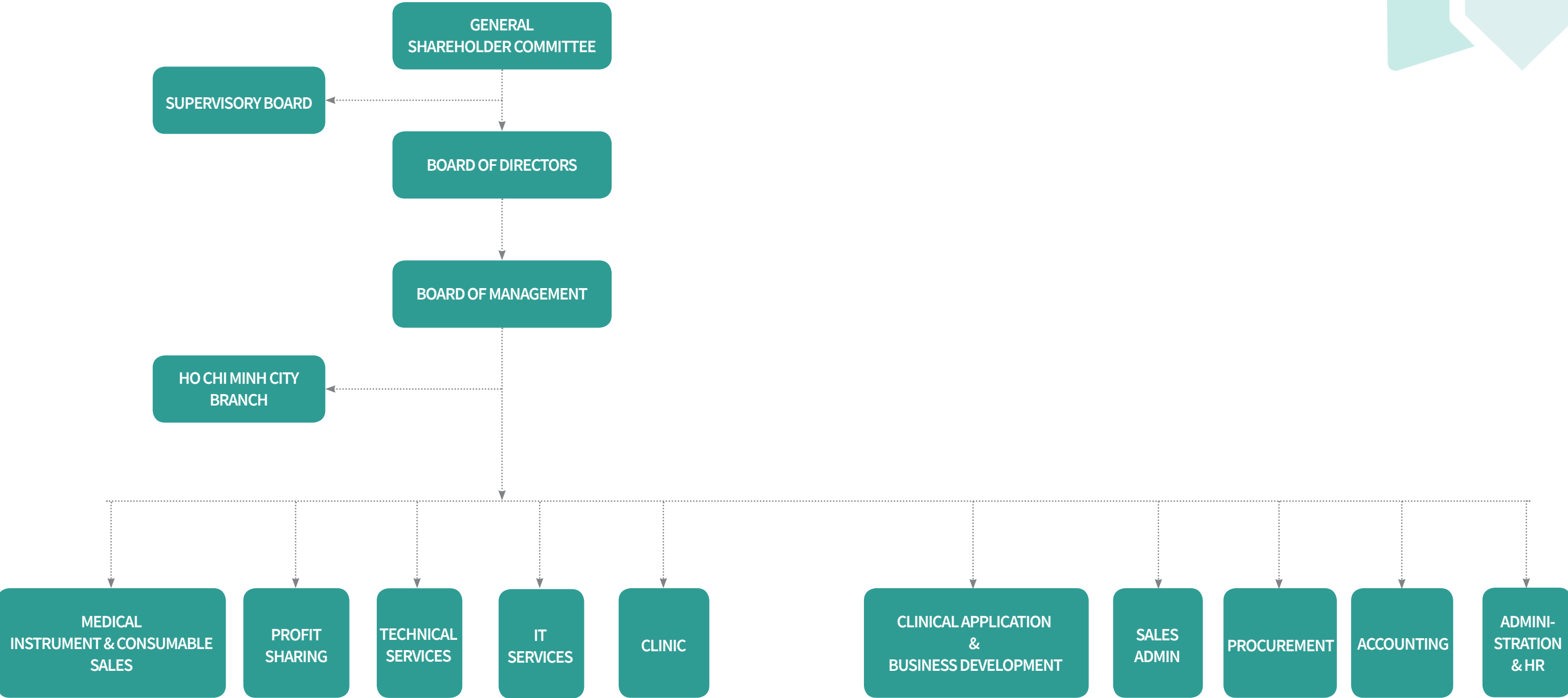
2020

JVC became the distributor of **Pentax's** gastrointestinal endoscopic equipment and the exclusive distributor of **Novaerus's** air disinfection and equipment, **Saraya's** and **Dentalife's** consumables and infection control chemical solutions, **Advanced Medtech Solutions** surgical suture, **Endomed's** endoscopic surgical system.

OUR FOUNDATION



ORGANIZATIONAL STRUCTURE



LEADERSHIP



Mr. HOSONO KYOHEI
Chairman

More than 20 years of management experience in the Public sector, Financial investment & Management consulting.

Ms. VU THI THUY HANG
General director

More than 10 years of management experience in Banking, Financial investment, Management consulting and Healthcare.



KEY PARTNERS

“Key partners highly appreciate JVC for its market potential and capabilities.”

The cooperation spanning 20 years and the years to come is a strong evidence for the good relationship between JVC and its main suppliers such as Hitachi, Fujifilm, Konica Minolta, Pentax, Endomed, Sakura Seiki, Nemoto, DRGEM, MELAG, Novaerus, Saraya, Dentalife, AMS, etc. Being selected as the exclusive distributor of these well-known firms, JVC is highly appreciated for its market potential and capabilities in brand development, customer attraction and market expansion in Vietnam.

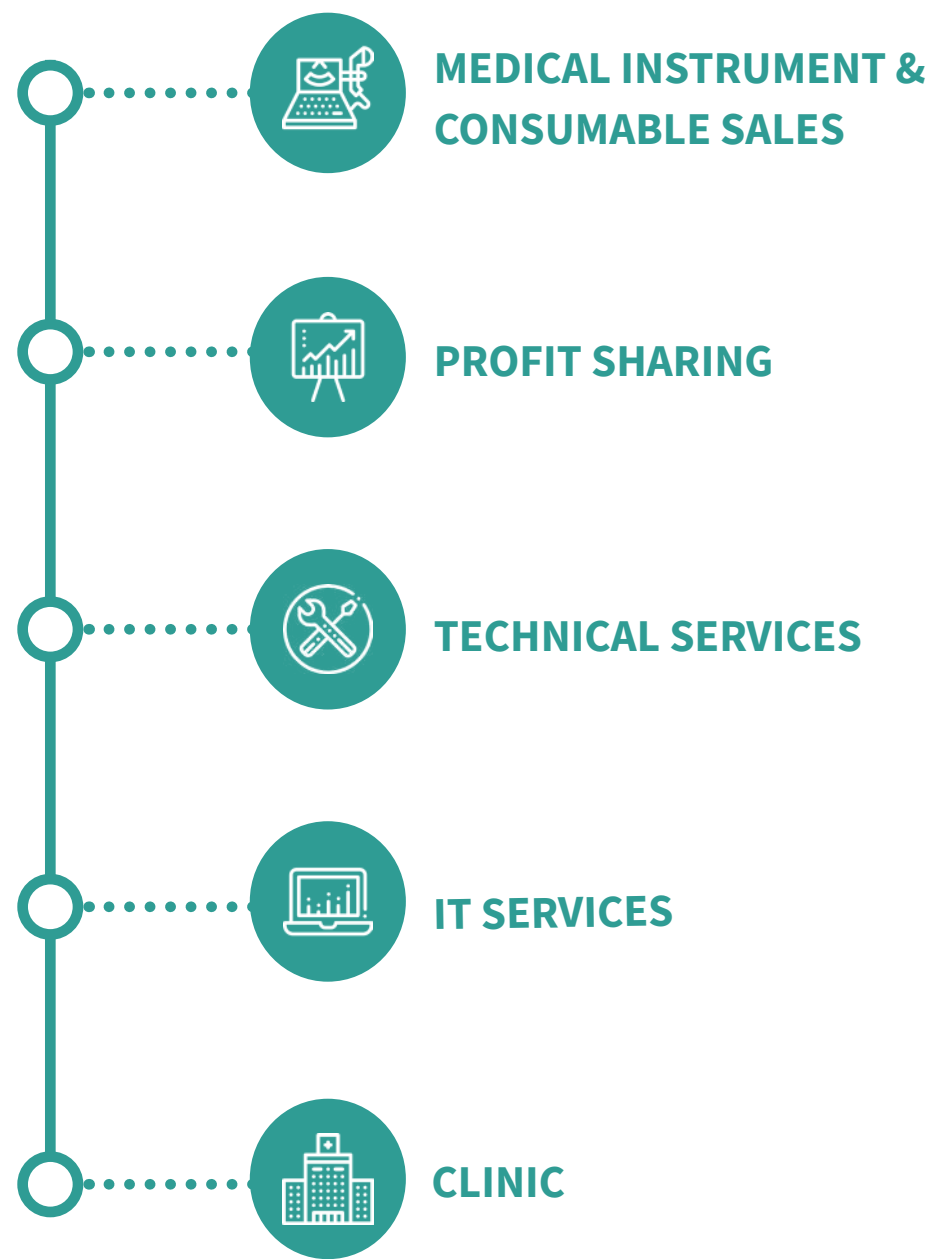
Our partners have been sharing strategies, actions, resources to support JVC in promoting its business activities in a professional and sustainable way in the future.



The representatives of Hitachi Healthcare Japan (above picture) and the representatives of Sakura Seiki (below picture) visited and had meetings with JVC



MARKET & BUSINESS SEGMENTS

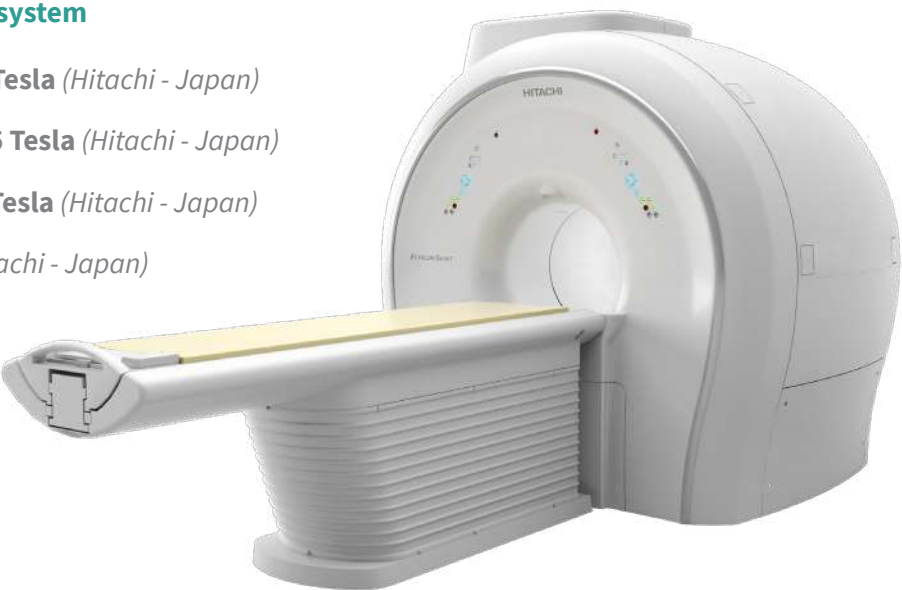


MEDICAL INSTRUMENT & CONSUMABLE SALES

MAGNETIC RESONANCE IMAGING (MRI)

Superconducting MRI system

- TRILLIUM Oval 3.0 Tesla (Hitachi - Japan)
- ECHELON Smart 1.5 Tesla (Hitachi - Japan)
- ECHELON Oval 1.5 Tesla (Hitachi - Japan)
- OASIS 1.2 Tesla (Hitachi - Japan)



ECHELON Smart 1.5 Tesla

Permanent MRI system

- APERTO Lucent 0.4 Tesla (Hitachi - Japan)
- AIRIS Vento 0.3 Tesla (Hitachi - Japan)



APERTO Lucent 0.4 Tesla



TRILLIUM Oval 3.0 Tesla



ECHELON Oval 1.5 Tesla

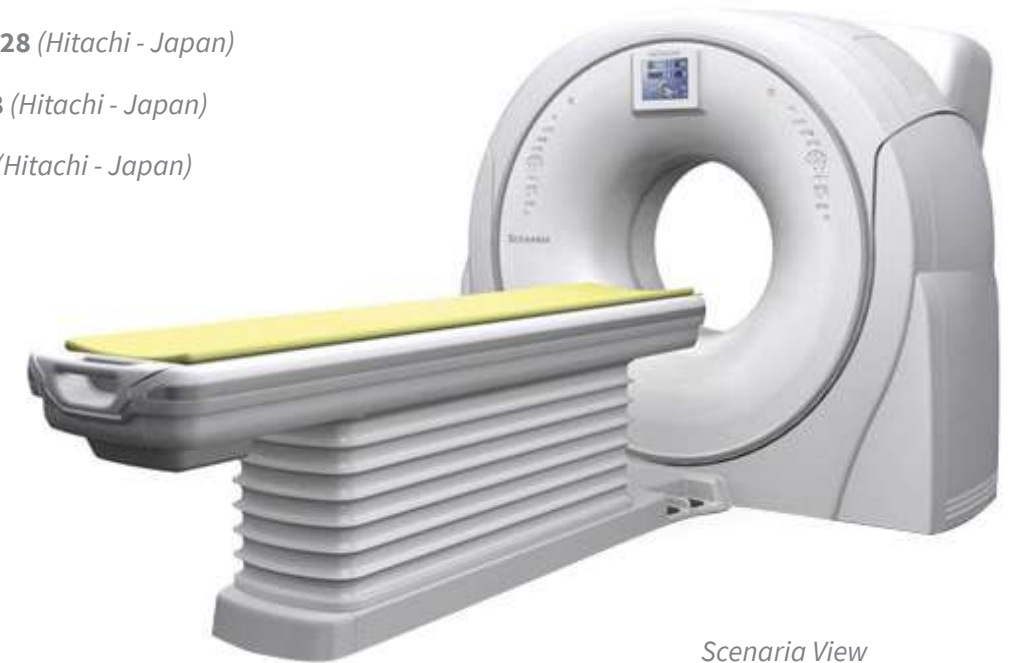


OASIS 1.2 Tesla

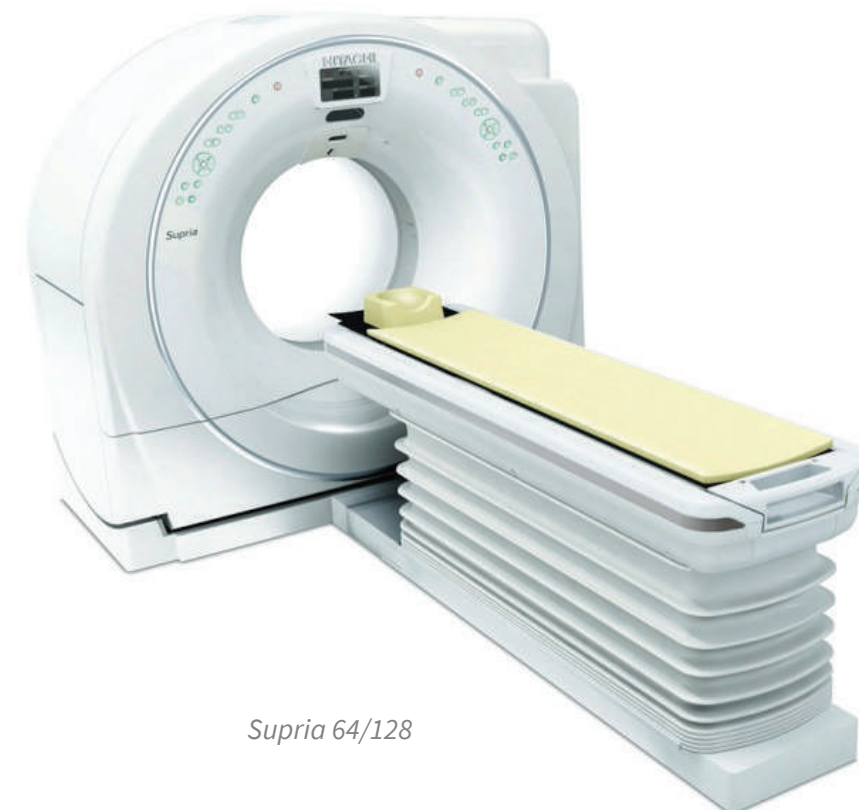


COMPUTED TOMOGRAPHY (CT)

- Scenaria View (Hitachi - Japan)
- Scenaria 64/128 (Hitachi - Japan)
- Supria 64/128 (Hitachi - Japan)
- Supria 16/32 (Hitachi - Japan)



Scenaria View



Supria 64/128

X-RAY SYSTEM



500mA Radnext 32

X-ray System

- **Exavista** (Hitachi - Japan)
- **800mA Radnext 50** (Hitachi - Japan)
- **500mA Radnext 32** (Hitachi - Japan)
- **400mA GXR-32S** (DRGEM - Korea)
- **500mA GXR-40S** (DRGEM - Korea)
- **640mA GXR-52S** (DRGEM - Korea)
- **800mA GXR-68S** (DRGEM - Korea)
- **1000mA GXR-82S** (DRGEM - Korea)

Digital Radiography (DR)

- **Aero DR P-41** (Konica - Japan)
- **Aero DR P-52** (Konica - Japan)
- **Aero DR P-61 (SKR 3000)** (Konica - Japan)
- **FDR D-EVO II G35** (Fujifilm - Japan)
- **Acqui DR** (DRGEM - Korea)

Computed Radiography (CR)

- **FCR Prima Tm** (Fujifilm - Japan)
- **FCR Capsula XLII** (Fujifilm - Japan)
- **FCR Prima T2** (Fujifilm - Japan)



DR AeroDR 1417HQ



CR FCR Prima T2

DRY IMAGER

- **Dry Laser Imager Drypix Edge** (Fujifilm - Japan)
- **Dry Laser Imager Drypix Smart** (Fujifilm - Japan)
- **Dry thermal Imager Drypix Lite** (Fujifilm - Japan)
- **Dry Laser Imager Drypro Model 873** (Konica - Japan)
- **Dry Laser Imager Drypro Model 832** (Konica - Japan)



Drypro model 873



Drypix Smart

CONSUMABLES SALES

As the exclusive distributor of Fujifilm and Konica's medical dry film products in Vietnam, JVC currently provides dry film products to almost all hospitals nationwide. In addition to the products from the two world-leading brands, JVC also provides customers with modern medical dry film printers, thereby offering the highest quality products and services. JVC has always been a reliable partner in providing consumables to hospitals throughout the country for more than 10 years.

19

sub-distributors

31

cities/provinces

1126

film printers



Fujifilm DI-HL medical dry film



Konica SD-Q medical dry film

CONTRAST INJECTOR



Dual shot GX series



Dual Shot Alpha 7

- LD contrast medium leak detection support system - Dual shot GX series (Nemoto - Japan)
- Dual head CT Contrast Injector Dual Shot Alpha 7 (Nemoto - Japan)
- Single head CT Contrast Injector Smart Shot Alpha (Nemoto - Japan)
- Dual head MRI Contrast Injector Sonic Shot 7 (Nemoto - Japan)
- Single head Angio Contrast Injector Rempress (Nemoto - Japan)

BONE DENSITOMETRY SYSTEM

- DCS-600EXV (Hitachi - Japan)
- AOS-100SA (Hitachi - Japan)
- DCS-900FX (Hitachi - Japan)



DCS-900FX

ULTRASOUND SYSTEM

Ultrasound system

- Sonimage HS1 (Konica - Japan)
- Sonimage MX1 (Konica - Japan)

Transducer

- Linear: L18-4, L14-4, L11-3, HL18-4 (Konica - Japan)
- Convex: C5-2, MC10-3, EC 9-3 (Konica - Japan)
- Sector: S4-2 (Konica - Japan)
- Endocavity probe: EC9-3 (Konica - Japan)



Sonimage MX1



Sonimage HS1



ENDOSCOPY SYSTEM

Video processor models and light source

- EPK-i7010 (Pentax - Japan)
- EPK-i5500c (Pentax - Japan)
- EPK-i5000 (Pentax - Japan)

Pentax scope

- Series i10c (Pentax - Japan)
- Series i10 (Pentax - Japan)
- Series 90K (Pentax - Japan)
- Gastrointestinalscope (Pentax - Japan)
- Video Duodenoscope (ERCP) (Pentax - Japan)
- G-G-EYE-i10(2 balloon)(Pentax - Japan)
- Endoscope Ultrasound (Pentax - Japan)
- Endoscope Ultrasound (Hitachi + Pentax - Japan)
- Duodenoscope(ERCP) (Pentax - Japan)



EPK-i5500c



Series i10c



EPK-i7010

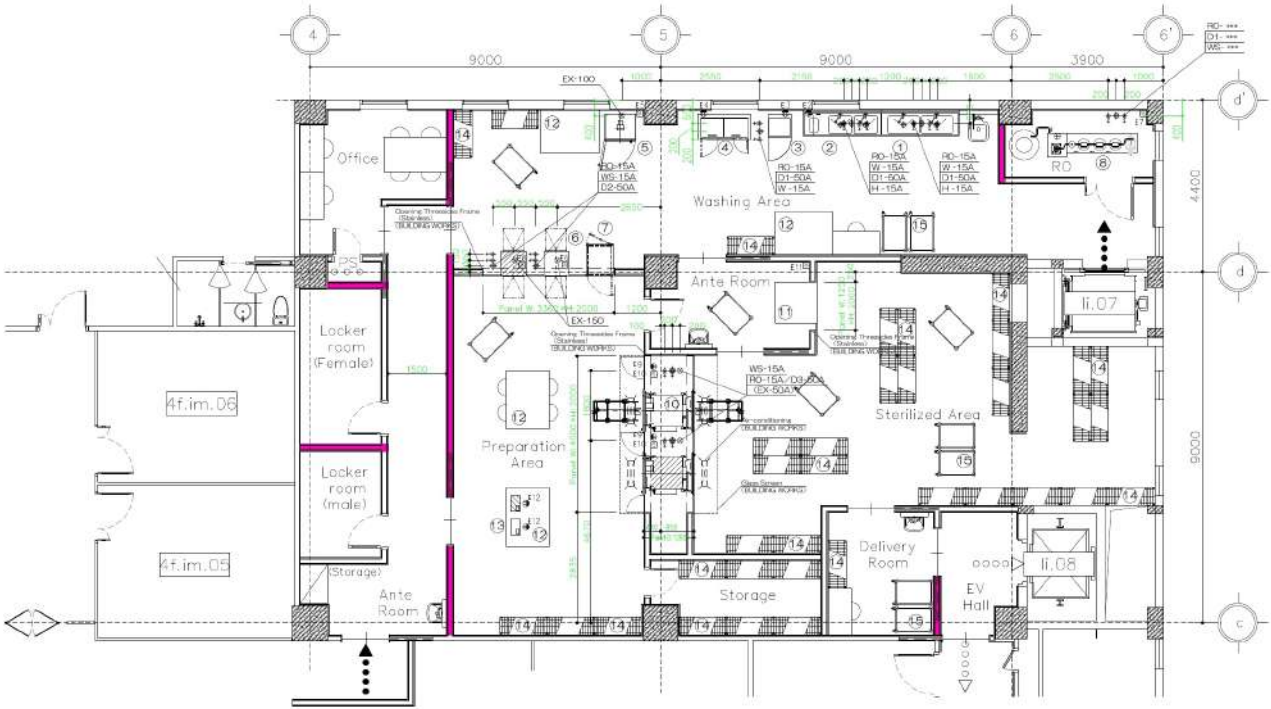
EQUIPMENT FOR INFECTION CONTROL



Comprehensive solution for CSSD focusing on washer, dryer and sterilizer

JVC believes in its ability to provide comprehensive solutions for site design and equipment selection to meets hospitals’ demand and conditions, operating maintenance and warranty claim procedures according to Japanese standards. JVC provides not only infection control

equipment but also comprehensive solutions for CSSD focusing on washer, dryer and sterilizer. With JVC’s experienced and highly specialized engineers and Sakura Seiki’s engineers, customers can trust our products and quality of service.



A central sterile services department designed by JVC and Sakura Seiki

Washer

- Sink system SS-Series (Sakura Seiki - Japan)
- Ultrasonic cleaner US- 201SAN (Sakura Seiki - Japan)
- Sakura Jet and Ultrasonic Washing System WUSII-3100DX / WUSII-3100DXW (Sakura Seiki - Japan)
- Washer Disinfectors SAKURA DEKO 260K/ 260XK (Franke Medical Oy - Finland)

Sterilizer

- Steam sterilizer VS - series (single door and double doors) (Sakura Seiki - Japan)
- Steam sterilizer FDV - series (single door and double doors) (Sakura Seiki - Japan)
- Steam sterilizer LUMO - series (single door and double doors) (Sakura Seiki - Japan)
- Low temperature Plasma Sterilizer FINO- series (Renosem - Korea)

Dryer

- SAKURA Tube Dryer TUK-52 (Sakura Seiki - Japan)
- SAKURA System Dryer SNK-802E/1152E (Sakura Seiki - Japan)

Others

- Sealer EM-Series (Enthal Medical - Germany)

AUTOCLAVE

- Vacuklav® 40 B+ ; 41 B+ ; 43 B+ ; 44 B (MELAG - Germany)
- Vacuklav® 23 B+ ; 24 B+ ; 30 B+ ; 31 B+ (MELAG - Germany)
- Clinicave 45 M (MELAG - Germany)
- Clinicave 45 MD (MELAG - Germany)
- Mela Print 60 – Barcode Label Printer and Barcode Hand Scanner (MELAG - Germany)
- Melaconnect App-Smart Decontamination with Digital tools from Melag (App Melaconnect) (MELAG - Germany)



Vacuklav® 40 B+ ; 41 B+ ; 43 B+ ; 44 B



Mela Print 60



Clinicave 45 M



Barcode Hand Scanner



Melaconnect App-Smart Decontamination with Digital tools from Melag (App Melaconnect)

DIS-INFECT THE AIR

Air disinfection and odour control devices utilising patented filter-free ultra-low energy plasma technology

- NOVAERUS - PROTECT 200 (NV200) (Novaerus - Ireland)
- NOVAERUS - PROTECT 800 (NV800) (Novaerus - Ireland)
- NOVAERUS - DEFEND 1050 (NV1050) (Novaerus - Ireland)



NOVAERUS - PROTECT 200 (NV200)



NOVAERUS - PROTECT 800 (NV800)



NOVAERUS - DEFEND 1050 (NV1050)

INFECTION CONTROL CONSUMABLES

Manual hand and surgical disinfection solutions

- Saraya Foaming Handsoap - Green Apple (Saraya - Japan)
- Hand sanitizer alcohol - Alsoft VB (Saraya - Japan)



Alsoft VB

Dispenser devices

- Manual dispenser device - MD-450 for Green Apple (Saraya - Japan)
- Automatic dispenser device for disinfectant alcohol - GUD-1000BT (Saraya - Japan)



GUD-1000BT

Patient care products

- Prime foaming wash - dry bathing for patients (Saraya - Japan)
- Saraya Hair Whip Wash - dry shampoo (Saraya - Japan)
- Sponge brush for oral care (Saraya - Japan)
- Cololo Dental Rinse/ Cololo Gargling Liquid (Saraya - Japan)

Surface disinfectants

- Neutral Detergent surface cleaning and disinfection wipes (Dentalife - Australia)
- Neutral Detergent surface cleaning and disinfection solution (Dentalife - Australia)



Neutral Detergent

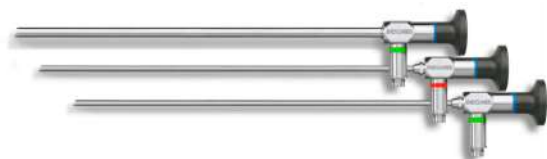
LAPAROSCOPY

Laparoscopy

- Endocam 4K + 802105 + ECUS 400S + Instruments (Endomed - Germany)

Instruments

- Laparoscopy Instruments (Endomed - Germany)
- Gynecology Instruments (Endomed - Germany)



Laparoscopy Instruments



Gynecology Instruments



Endocam 4K + 802105 + ECUS 400S + Instruments

SURGICAL SUTURE

Synthesised surgical suture

- ADVACRYL | Polyglactin-910 (AMS – India)
- ADVACRYL RAPID | Polyglactin-910 rapid absorb surgical suture (AMS – India)
- ADVAMRYL | Poliglecaprone 25 (AMS – India)
- ADVAPD | Polydioxanone (AMS – India)
- ADVALENE | Polypropylene (AMS – India)
- ADVABOND | Polyester (AMS – India)
- ADVALON | Polyamide/ Nylon (AMS – India)

Natural surgical suture

- ADVASYL | Proteinaceous silk fibers called Fibroin (AMS – India)
- ADVACAT | Collagen from submucosal layer (AMS – India)



ADVACRYL
Polyglactin-910



ADVAMRYL
Poliglecaprone 25



ADVALENE
Polypropylene



ADVASYL
Proteinaceous silk fibers called Fibroin

PROFIT SHARING



32 cities/
provinces | 76 partners | 117 projects

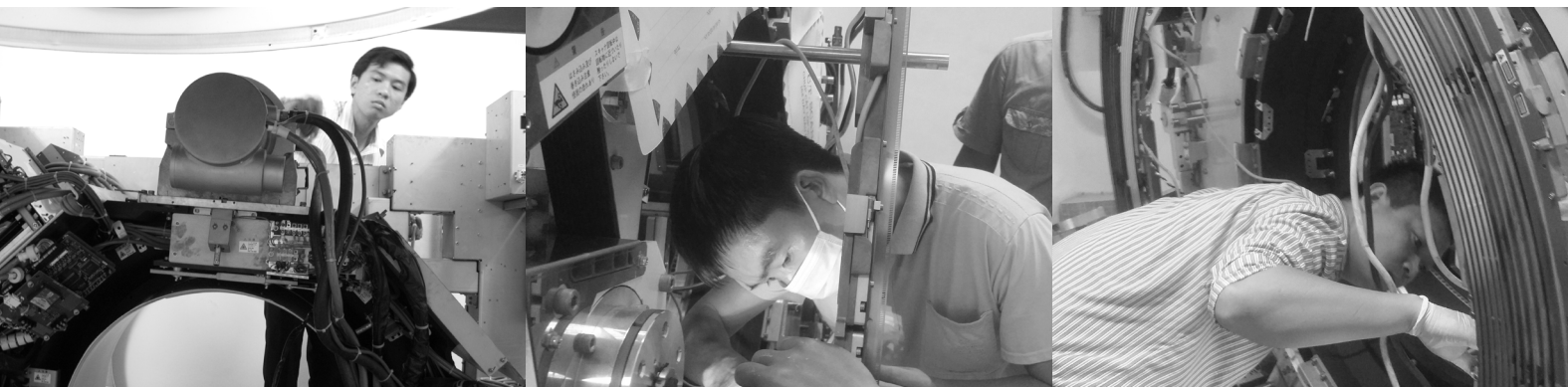
“ JVC always commits to both
doing our business well and doing good for the society ”

JVC is one of the pioneers in healthcare PPP by implementing the profit sharing model with many hospitals where we fully or partially fund medical instrument projects, utilising our strength in high-tech medical instrument, including MRI machines, CT scanners, X-ray machines, etc.

This partnership model not only reduces large initial investment for the hospital but also creates access to new technology, enhancing the quality and conditions of healthcare facilities, thus bringing greater benefits

to patients, hospitals and society. JVC always commits to both conducting our business professionally as well as providing beneficial values to society.

Since 2018, JVC has launched the mobile computed tomography system in order to support the hospitals that were in cooperation with the company. Erroneous systems were promptly replaced to minimize the erratic interruptions of treatment processes and the expenses that may incur.



TECHNICAL SERVICES

Technical service is one of the proven strengths of JVC. Since our early days, we have always regarded human resources as our biggest competitive advantage. We have built a dedicated team of professionally trained, experienced in-house engineers.

Every year, JVC's engineers have the opportunities to attend training workshops at our suppliers' premises and receive certificates that are equivalent to those of the suppliers' owned engineers - proving technical competencies.

These investments aim to fulfill our commitment to continuously improve our quality of service.

JVC can proactively and promptly respond to customer inquiries without having to wait for engineers from the manufacturers. This speeds up problem solving process, minimizes the costs that may incur due to delayed intervention and ensures that customers can rest assured having chosen JVC as their partner.

Currently, we are providing technical services such as consulting, technical support, repair, maintenance...



30 engineers



Professional training



More than 10 years experience



24/7 support



IT SERVICES

Catching up with the digitalization trend in the healthcare sector, JVC now offers IT services for hospitals, particularly the implementation of PACS (Picture Archiving and Communication Systems). In the field of diagnostic imaging, PACS has been developed using DICOM digital imaging instead of traditional film to provide economical storage and fast access, visioned to promote remote medical services. At the same time, PACS also helps physicians interact with, process and analyze images easily.

With these undeniable benefits, IT services have been developed to realize intelligent, highly digitalized hospital model in Vietnam. We provide consulting and development of comprehensive integrated IT systems for hospitals.



Save storage space & reduce storage costs



Save time for document transfer



Increase treatment effectiveness



Support remote diagnosis

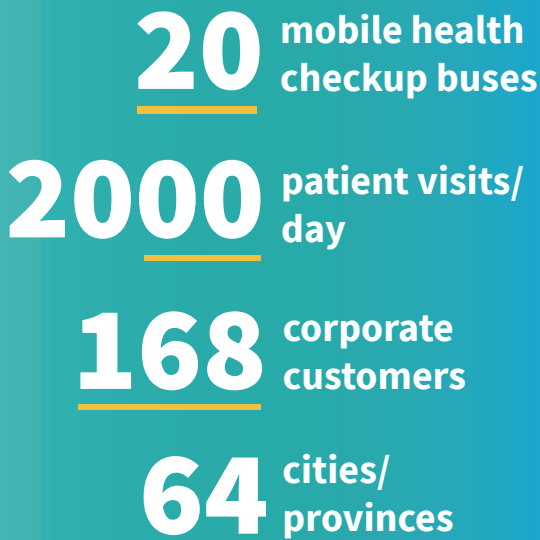


Integrate easily with other softwares (HIS, RIS, EMR ...)

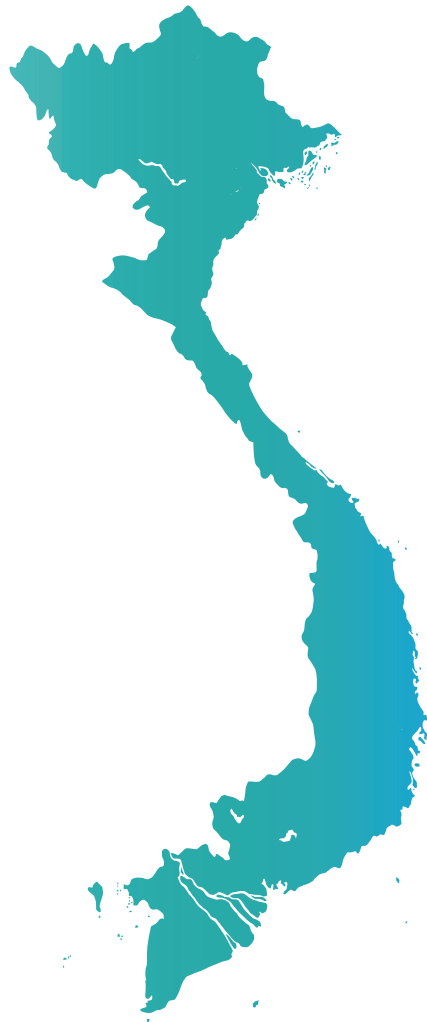
CLINIC

JVC is proud to have the largest number of mobile health checkup buses in Vietnam! So far, Viet Nhat Clinic has had 20 mobile health checkup buses equipped with modern diagnostic equipment, enabling us to satisfy a wide variety of medical check up demands with high quality, for up to 2,000 patient visits per day.

We are not only a mobile health checkup provider for local and foreign companies throughout the country, but also a prestigious partner of many state-level health care projects. In particular, we have been a trustworthy companion of Vietnam National Tuberculosis Control Program of the National Lung Hospital since 2012. In addition, from 2018, we will continue to work with Vietnam National Cancer Hospital and Brighter Tomorrow Foundation to launch MAMMO health check up buses for breast cancer screening nationwide.



KEY CUSTOMERS



During nearly 20 years of operation, JVC has been creating access to Japan's cutting edge technologies for many healthcare facilities across the country. Our focus is to bring state-of-the-art medical instrument to not only the central or provincial hospitals but also health centers, clinics, and hospitals at district level. This provides people with the opportunity to access high quality healthcare services, thereby step by step implementing the healthcare goals set out by the Government.



Some typical customers

OUR STRATEGIES



DEVELOPMENT STRATEGIES



Be a reliable partner providing hospitals with medical equipment, diversified solutions and services



MEDICAL INSTRUMENT SALES

- Promoting sales from diagnostic imaging and CSSD equipments
- Looking for new products, focusing on technology and solutions, cooperating with more reputable global suppliers



PROFIT SHARING

- Maintaining the performance of current sites
- Tightening requirements with new projects: only highly evaluated performance projects would be implemented
- Deploying mobile computed tomography system to strengthen customer support services



IT SERVICES

- Implementing diversified solutions that are specific to each client's scale of operation, needs and demands
- Providing consulting services and installation of IT packages for hospitals



CONSUMABLE SALES

- Promoting sales from PACS while sales from x-ray film are in a declining trend with hospitals increasingly integrating digitalized technologies
- Finding out new products
- Improving operational performance of our products, distribution channels and markets



TECHNICAL SERVICES

- Improving after-sale services quality by providing maintenance and warranty services
- Providing professional maintenance services on time



CLINIC

- Improving the quality of health care constantly
- Deploying new health care models in collaboration with leading general and specialised hospitals
- Expanding new types of services and customers.



FINANCIAL STRATEGIES

TOTAL ASSETS

702 billions dong

CHARTER CAPITAL

1.125 billions dong

53,03% Vietnamese shareholding

46,97% Foreign shareholding

NET REVENUE

2017

542 billions dong

2018

615 billions dong

2019 (Planned)

700 billions dong

CAGR

14 %/year

PROFIT BEFORE TAX

9

billions dong

12

billions dong

17

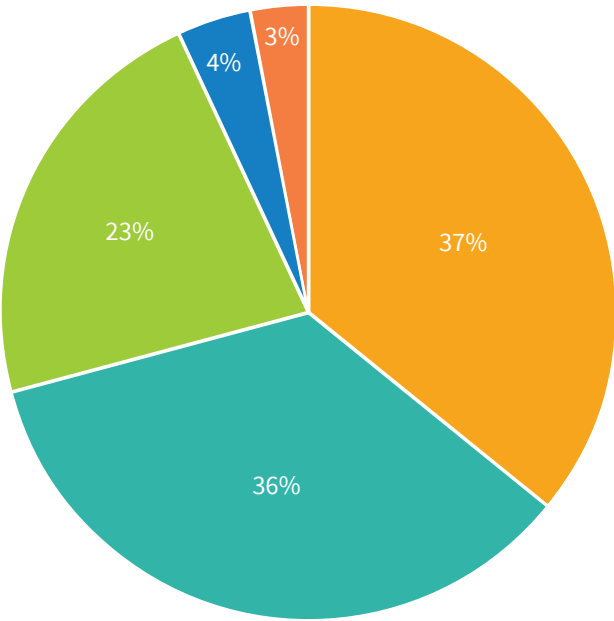
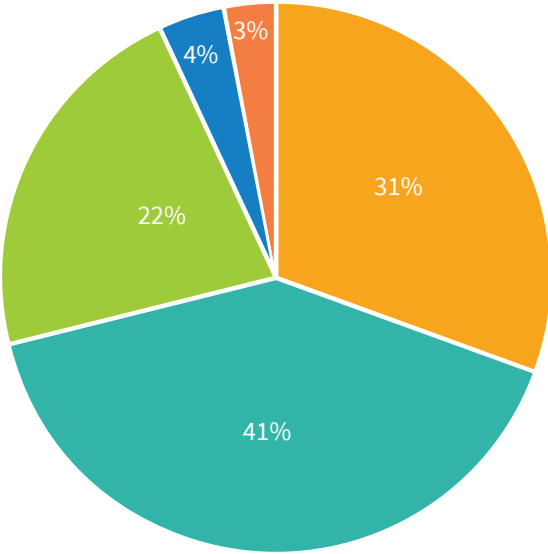
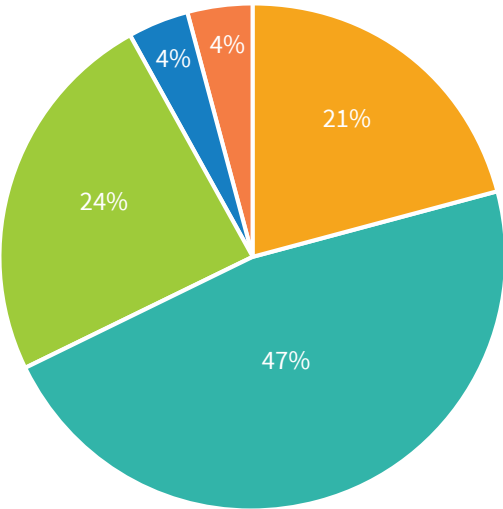
billions dong

37

%/year

REVENUE STRUCTURE

- Medical instrument sales
- Consumable sales
- Profit sharing
- Technical services
- Clinic



SOCIAL ACCOUNTABILITY

Over the years, JVC has constantly contributed to the advancement of national healthcare sector. In addition to connecting Japan's leading medical technology and equipment to Vietnam hospitals and healthcare facilities, we are continuously promoting the professional associations: organize or sponsor conferences, scientific seminars, training programs, professional associations and funds such as The National Radiology Congress, TB Victims Support Fund, Brighter Tomorrow Foundation, etc.

In addition, we also organize or participate in free health check up for people in the remote areas, blood donation, and relief for flood victims, etc.

In the future, JVC will continue to support professional and social activities, contributing to the development of the healthcare sector as one of our core values.

“Contributing to the development of the healthcare sector as one of our core values.”



PROFESSIONAL ASSOCIATIONS

JVC is an active member of professional healthcare associations, including:

- Vietnamese Society of Radiology and Nuclear Medicine
- Vietnam Medical Equipments Association
- Hospital Directors Club
- Vietnamese Neurological Surgeons
- Ho Chi Minh City Infection Control Society
- Vietnam Society of Anaesthesiologists
- Vietnam Nurses Association of the Medical Services Administration

...

By engaging with the professional associations, JVC demonstrates its commitment to partner with reputable healthcare organizations, regularly update information, listen to feedback and understand the situation and demand for healthcare technology, based on which to plan its direction in a consistent and practical manner.



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