



# Japanese Quality - Real Value

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

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## COMPANY PROFILE

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# INTRODUCTION

Health is an area that needs constant and long-term investment and is the foundation for stable and sustainable development of the society.

In our 20-year history of establishment and development, Viet Nhat Medical Instrument Joint Stock Company (JVC) has always been consistent with that goal to become a leading enterprise in the field of medical equipment distribution, consumable materials distribution, associate investment, technical services, IT services and general clinic.

The COVID-19 pandemic has made governments pay more attention to improving health infrastructure, and people become more aware of their own as well as the social health care. In the context that enterprises, especially those operating in the health area face lots of difficulties, JVC has actively restructured and changed strategies, consolidated the Board of Directors, the Board of Management, and gradually transformed from a commercial company into a company providing comprehensive medical solutions to overcome difficulties, challenges and to welcome new opportunities.

JVC has a basic system foundation and good relationship with distributors, which greatly help JVC to maximize our existing advantages and to research for expansion business in health area. JVC will optimize the interests of partners, customers, shareholders, and the whole society based on the established core values and expect our partners, customers will continue to accompany and support us in the upcoming journey.

With the message “Japanese Quality - Real Value”, JVC will make endless efforts to contribute a small part to the development of Vietnamese medical infrastructure, with the best standards at the most reasonable cost, thereby, helping Vietnamese people to easily access high-quality medical services.

**Chairman**

**Nguyen Huy Tuan**

# VISION

Becomes the leading investment company  
in providing comprehensive medical solutions in Vietnam

# MISSION

Contribute to the development of Vietnam's health sector and  
enable Vietnamese people to easily access high-quality medical services  
with the best standards and at most reasonable cost

## 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 the 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 billion.

**2002**

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

**2003**

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

**2004**

Establishing 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 the 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 Vietnamese market.

**2013**

Increasing charter capital from VND 354 billion to VND 568 billion, marked the 3rd successful charter capital increase.  
In the same year, JVC acquired Kyoto Medical Science Co., Ltd.

**2012**

Increasing charter capital from VND 322 billion to VND 354 billion.

**2011**

JVC marked our 10th successful year with our IPO on Ho Chi Minh City Stock Exchange (Stock code: JVC) on June 21st, 2011 with 24.2 million shares.  
At the same time, the company's charter capital increased from VND 242 billion to VND 322 billion.

**2010**

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

**2009**

Establishing Viet Nhat General Clinic, envisioned to meet the needs for on-site health checkups in industrial parks as well as other clients.

**2015**

Increasing charter capital to VND 1,125 billion.

**2016**

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

**2017**

Establishing Ho Chi Minh City branch and relocating the headquarter to ICON 4 Building, 243A De La Thanh Street, Dong Da District, Hanoi.

**2020**

JVC became the distributor of **Saraya's** and **Dentalife's** consumables and infection control chemical solutions, **Advanced Medtech Solutions** surgical suture.



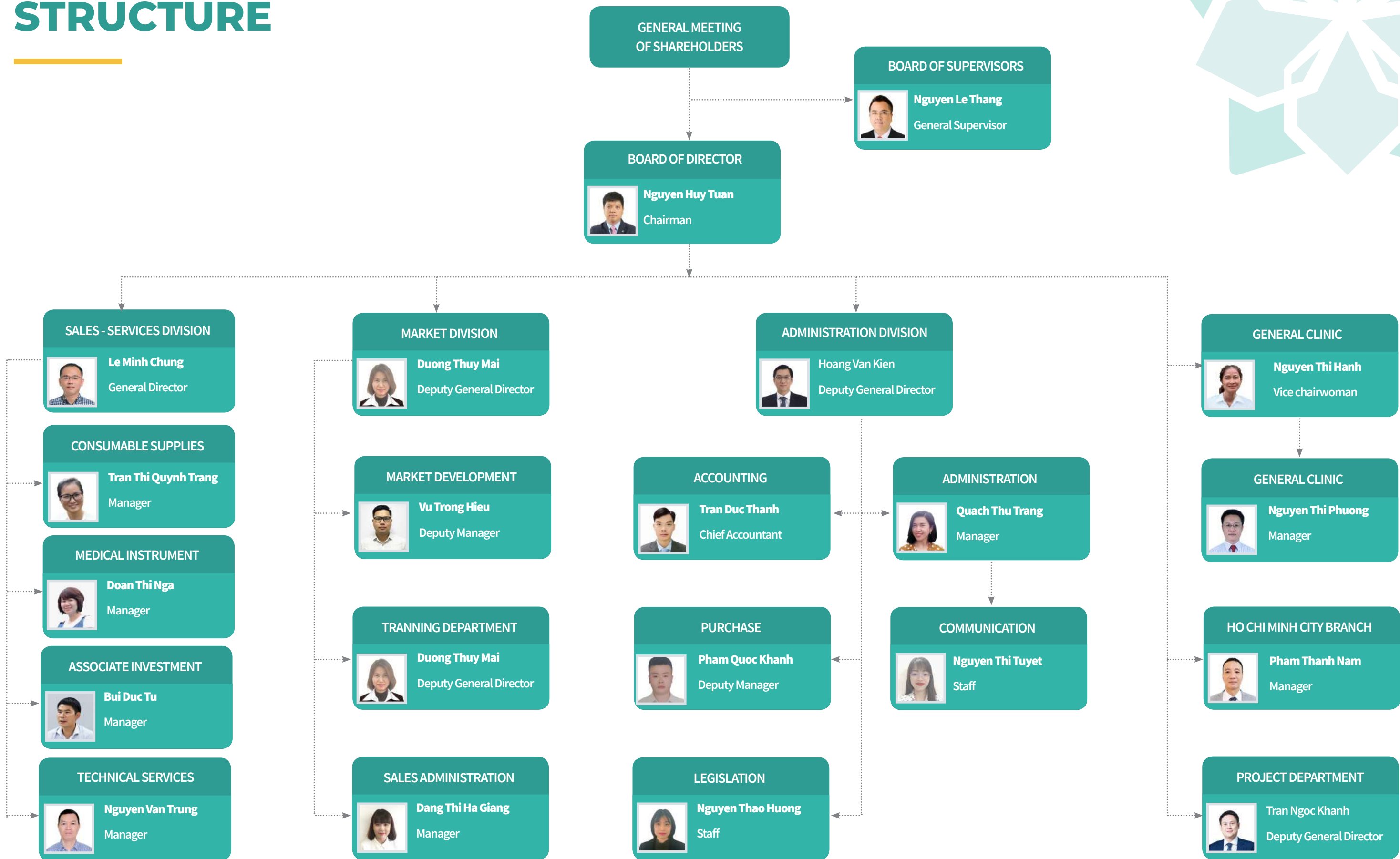
# OUR FOUNDATION

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# ORGANIZATIONAL STRUCTURE



# LEADERSHIP



**Mr. NGUYEN HUY TUAN**  
Chairman

Degree: Master  
Specialization: Business Administration  
Experience: Over 15 years of management experience in the fields of Insurance, Oil and gas, Finance and Investment

**Mr. LE MINH CHUNG**  
General Director

Degree: Bachelor  
Specialization: Economy  
Experience: Over 12 years of management experience



# KEY PARTNERS

The cooperation for the last 20 years is a strong evidence for the good relationship between JVC and our main suppliers such as Hitachi, Fujifilm, Konica Minolta, Sakura Seiki, Nemoto, MELAG, Saraya, Dentalife, AMS, Nihon Kohden, etc. Being selected as the exclusive distributor of these well-known firms, JVC is highly appreciated for our 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 sustainably promoting our business activities. Let's follow our development path!

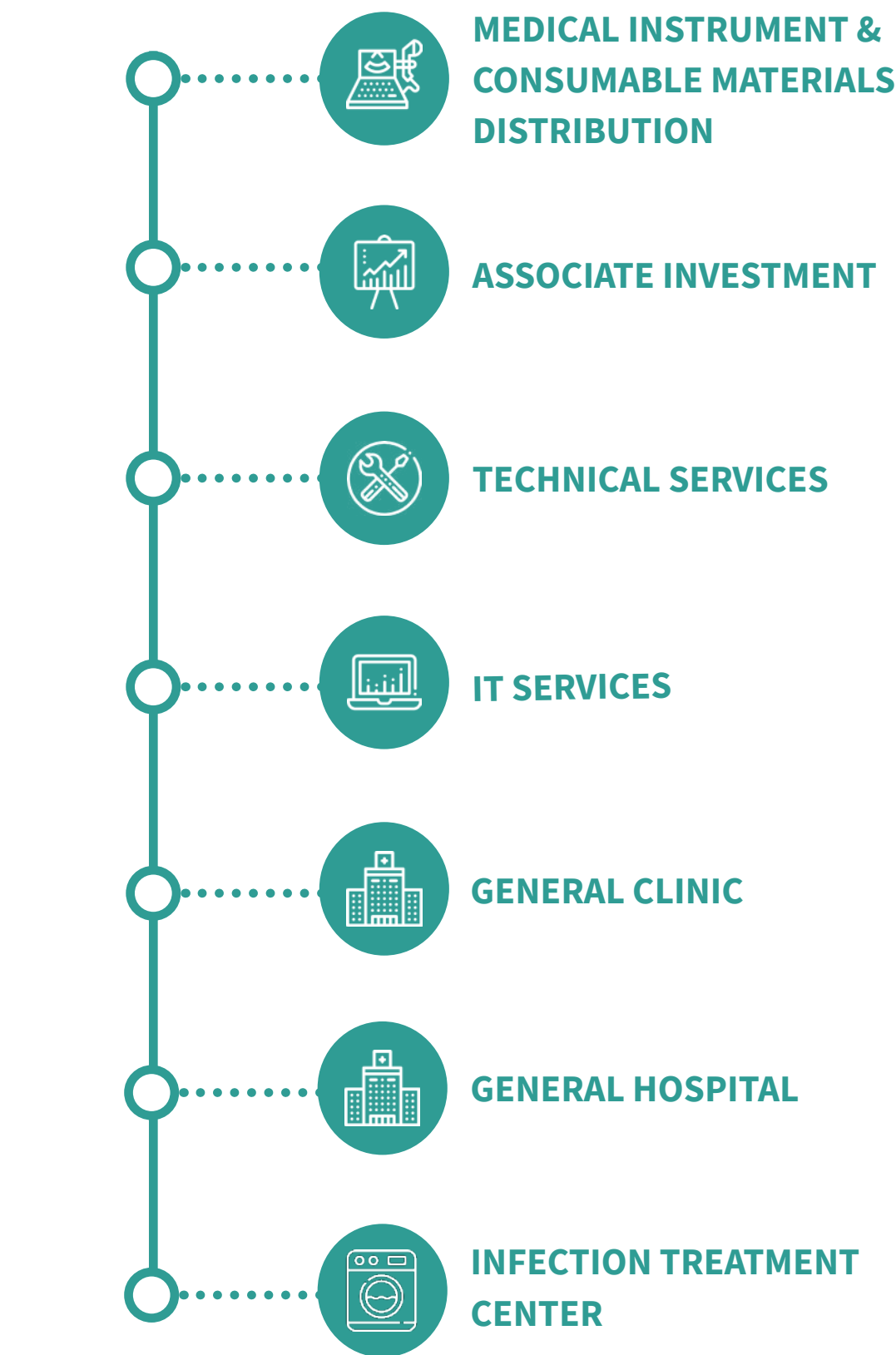
“Key partners highly appreciate JVC for our market potential and capabilities.”



Fujifilm Representative visited and attended regularly meeting at JVC on 25/12/2020.



# MARKET & BUSINESS SEGMENTS

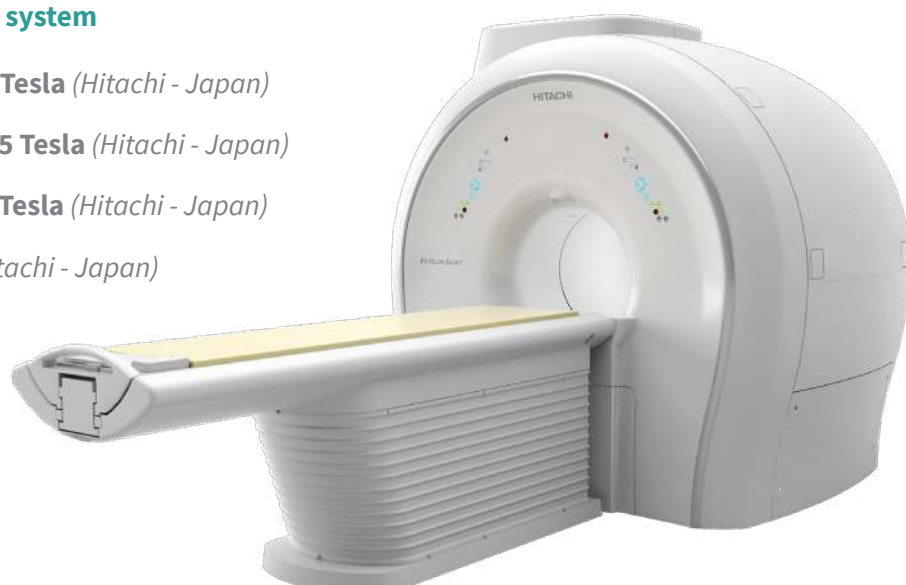


# MEDICAL INSTRUMENT & CONSUMABLE MATERIALS DISTRIBUTION

## 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

DIAGNOSTIC IMAGING DEPARTMENT



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)



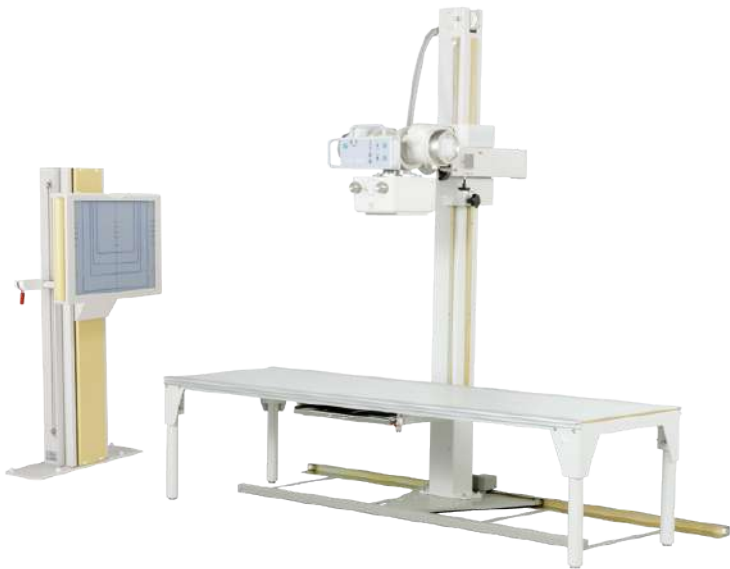
Scenaria View



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



## VENTILATOR

### Ventilator

- **High-end ventilator - NKV-550-U** (Nihon Kohden - Japan)
- **Non-invasive ventilator and HFOT - NKV-330** (Nihon Kohden - Japan)



High-end ventilator - NKV-550-U



Non-invasive ventilator and HFOT - NKV-330

# EQUIPMENT FOR INFECTION CONTROL

WASHER

DRYER

USED MEDICAL  
INSTRUMENT

CLEAN MEDICAL  
INSTRUMENT

STERILIZER

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 Disinfectant 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)

# 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

## 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

## ASSOCIATE INVESTMENT



**32** cities/  
provinces | **76** partners | **117** projects



*JVC's target is always to parallel  
company development with social prosperity*



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

This cooperation model not only reduces large initial investment for the hospitals 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's target is always to parallel company development with social prosperity.

Since 2018, JVC has launched the Mobile computed tomography system in order to support the hospitals cooperating with us. 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 outstanding strengths of JVC. Since our early days, we have always regarded human resources as our biggest competitive advantage. We have built a dedicated team who are 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 equivalent to those of the suppliers' owned engineers - proving technical competencies.

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

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 incurring costs due to delayed intervention and ensures that customers can rest assured for choosing JVC as their partner.

Currently, we are providing technical services such as consultancy, 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, aimed 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 promote intelligent, highly digitalized hospital model in Vietnam. We provide consultancy and implementation services 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 ...)**



# GENERAL CLINIC

JVC is proud to have the largest number of mobile health checkup buses in Vietnam! So far, Viet Nhat General 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 have been working with Vietnam National Cancer Hospital and Brighter Tomorrow Foundation to launch MAMMO health check up buses for breast cancer screening nationwide.

20

mobile health checkup buses

2000

patient visits/day

168

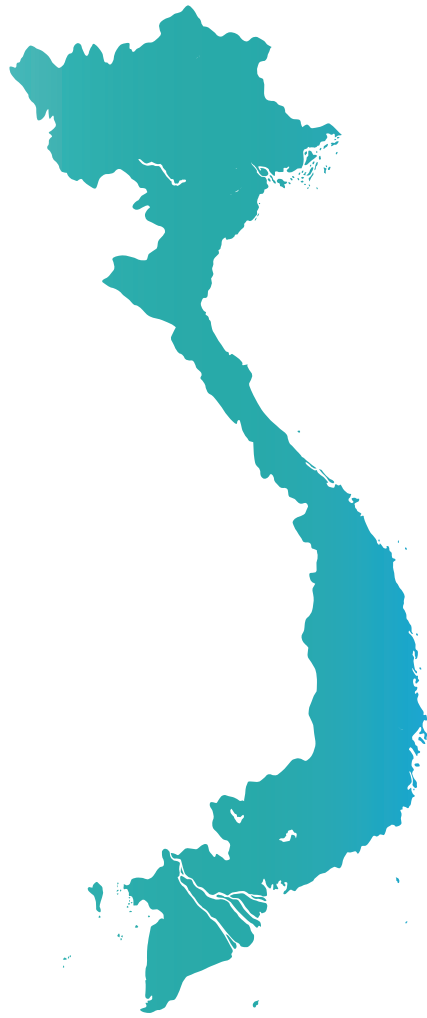
corporate customers

63

cities/provinces



# KEY CUSTOMERS



63

CITIES/PROVINCES

637

CUSTOMERS

During nearly 20 years of operation, JVC has been creating access to Japan's modern technologies for many healthcare sites 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 proposed by the Government.



Some typical customers



# OUR STRATEGIES

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# DEVELOPMENT STRATEGIES

## MEDICAL INSTRUMENT SALES

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



## ASSOCIATE INVESTMENT

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



## IT SERVICES

- Implementing diversified specific solutions to each client's scale of operation and demands
- Providing consultancy and implementation services of comprehensive IT systems for hospitals



## GENERAL HOSPITAL

- Becoming the leading private hospital in oncology, obstetrics, pediatric in Vietnam
- Being equipped with the most modern, advanced facilities and equipment
- Cooperating in medical examination and treatment with leading Japanese and Vietnamese professors in oncology, obstetrics, pediatrics



*Become the leading investment company in providing comprehensive medical solutions in Vietnam*



## CONSUMABLE MATERIALS SALES

- Promoting sales from PACS while sales from X-ray film are in a declining trend because hospitals are moving towards using integrating digitalized technologies
- Finding out new products
- Improving operational performance of current products, distribution



## TECHNICAL SERVICES

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



## GENERAL CLINIC

- High-quality Diagnostic Imaging Center
- Genetic testing services
- Deploying new health care models cooperating with leading general and specialised hospitals



## INFECTION TREATMENT CENTER

- Having a large capacity and strictly ensuring the control of contamination, laundry, and drying of fabrics for central, provincial, and private hospitals
- Fast processing time, modern machinery and devices, high quality staff





# SOCIAL RESPONSIBILITY

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 sites, we are continuously promoting specialized activities: 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:

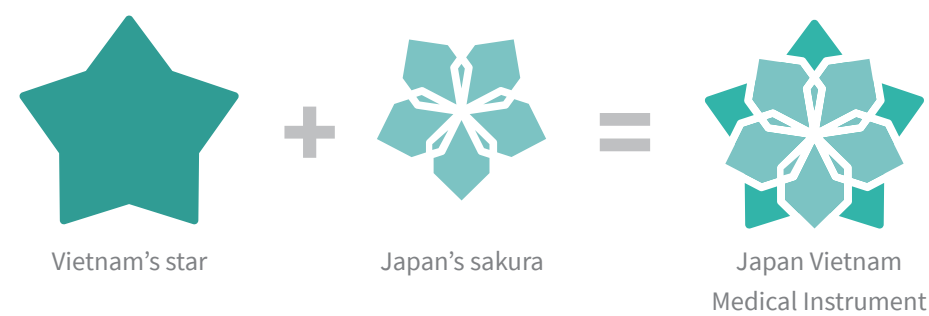
- Vietnamese Society of Radiology and Nuclear Medicine
- Vietnam Medical Equipments Association
- Hospital Directors Club
- Vietnamese Neurological Surgeons
- Ho Chi Minh City Infection Control Society
- Vietnam Society of Anaesthesiologists
- Vietnam Nurses Association of the Medical Services Administration

...

By engaging in activities of professional associations, JVC demonstrates our commitment to reputable healthcare organizations, regularly update information, listen to feedback and understand the situation as well as actual demand for healthcare technology, based on which, JVC will plan our direction in a consistent and practical manner.



# BRAND MESSAGE



For almost 19 years represented by the symbol of two hands supporting the rising sun, JVC has delivered its commitment from the early days as a bridge to bring Japanese quality to foster the development of Vietnamese healthcare sector. Looking forward to the 20th anniversary, we wish to bring a new wind of an enthusiastic JVC in a more modern, professional, youthful and dynamic image, in tune with the continuous change of the health-care sector in particular and our country in general.

Our new symbol is a combination of a STAR, representing Vietnamese spirit and SAKURA, honoring Japanese quality. These sophisticated images once again emphasize the pride that JVC has been carrying through our development milestones.

We are constantly moving forward, embracing spirit of innovation to bring good values to the society.



# JAPAN VIETNAM MEDICAL INSTRUMENT

Japanese Quality - Real Value

# GENERAL INFORMATION

## GENERAL INFORMATION

**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  
**Head office:** 24th Floor, ICON 4 Building, 243A De La Thanh Street, Dong Da District, Hanoi  
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**Email:** [info@ytevietnhat.com.vn](mailto:info@ytevietnhat.com.vn)

## SHARE AND SHAREHOLDER INFORMATION

**Stock code:** JVC  
**Stock Exchange:** HOSE  
**Listing date:** 21/06/2011  
**Number of listed shares:** 112,500,171  
**Investor relation email:** [qhcd@ytevietnhat.com.vn](mailto:qhcd@ytevietnhat.com.vn)



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