

# Japanese Quality - Real Value

## Japan Vietnam Medical Investment And Development JSC (JVC)

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# COMPANY PROFILE



# CONTENTS

## 1 Japanese Quality Real Value

- 05 Introduction
- 06 Vision, Mission, Core values
- 08 Development milestones

## 2 OUR FOUNDATION

- 12 Organizational structure
- 14 Leadership
- 15 Key partners
- 16 Market & Business segments
- 33 Key customers

## 3 OUR STRATEGIES

- 36 Development strategies
- 38 Social responsibility
- 39 Professional associations

# GENERAL INFORMATION

## GENERAL INFORMATION

**Vietnamese Name:** Công ty Cổ phần Đầu tư và Phát triển Y tế Việt Nhật  
**English Name:** Japan Vietnam Medical Investment And Development 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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## 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)

# INTRODUCTION

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

More than 20 years history of establishment and development, Japan Vietnam Medical Investment And Development 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.

**General Director**



**Pham Thanh Nam**



# VISION

Become a medical investment company

# MISSION

Contribute to the development of Vietnam's health 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 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.

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.

2010

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

2016

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

2015

Increasing charter capital to VND 1,125 billion.

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

2017

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

2021

JVC converts the name from Japan Vietnam Medical Instrument Joint Stock Company to Japan Vietnam Medical Investment And Development Joint Stock Company to be more relevant to the areas the company will focus on in the future.

2022

JVC became the distributor of **Merit Medical** and **B.Braun** in Vietnam.

2024

JVC became the distributor of **BrainLab**.



# OUR FOUNDATION

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# ORGANIZATIONAL STRUCTURE





# LEADERSHIP



**MR. PHAM THANH NAM**  
General Director

**Degree:** Bachelor  
**Specialization:** Economy  
**Experience:** Over 11 years of management experience

**MR. VU VAN TOAN**  
Deputy General Director

**Degree:** General doctor  
**Specialization:** Master of Business Administration  
**Experience:** 25 years working in field of business consumable supplies and medical equipment



**MS. DO THI NGOC HOA**  
Deputy General Director

**Degree:** Bachelor  
**Specialization:** Foreign language  
**Experience:** 11 years working in field of business, distribution of medical equipment

# KEY PARTNERS

The cooperation for more than 20 years is a strong evidence for the good relationship between JVC and our main suppliers such as Fujifilm, Konica Minolta, Sakura Seiki, Nemoto, Merit Medical, B.Braun, BrainLab, 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.

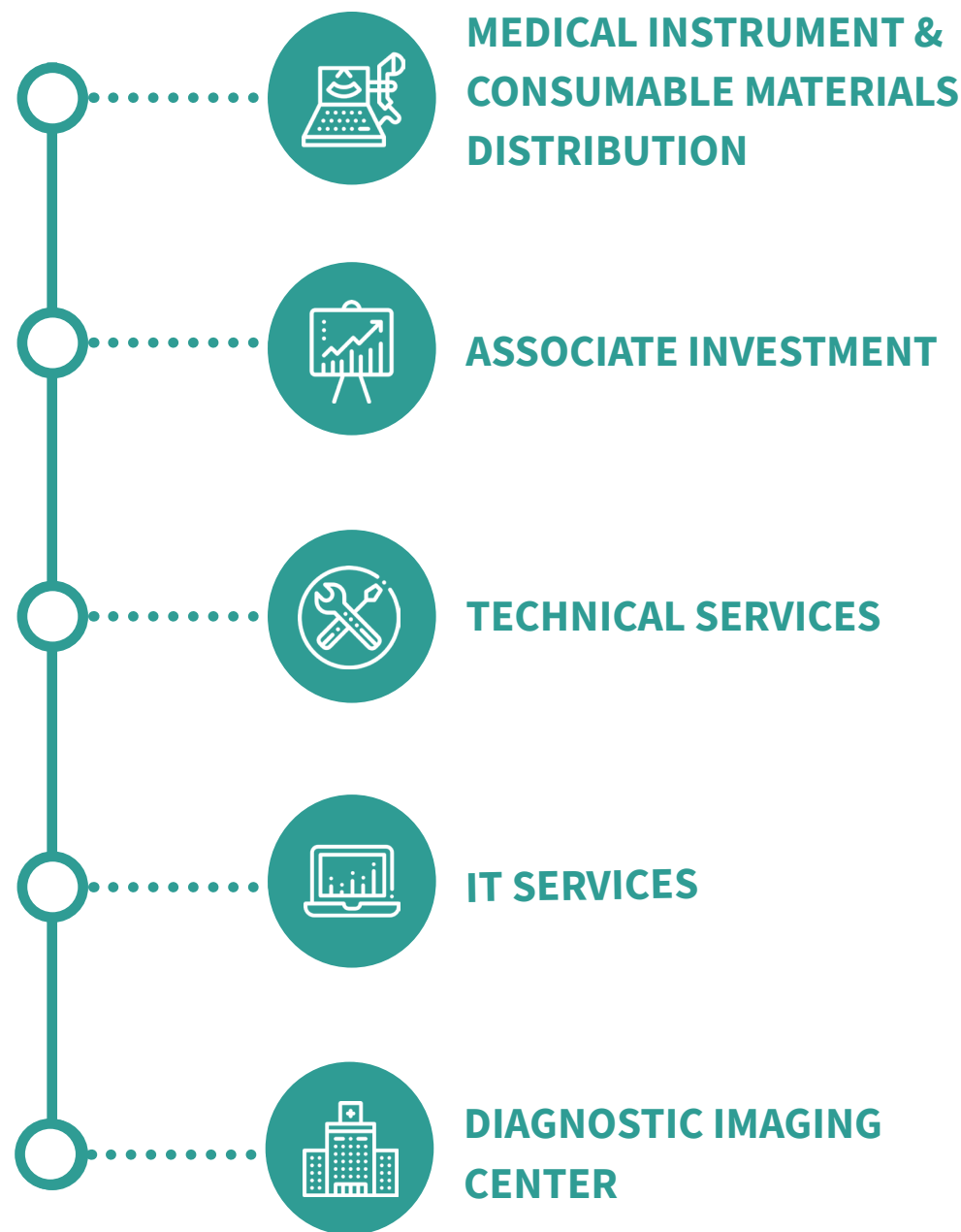
Our partners have been sharing strategies, actions, resources to support JVC in sustainably promoting our business activities. Let's follow our development path!

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





# MARKET & BUSINESS SEGMENTS

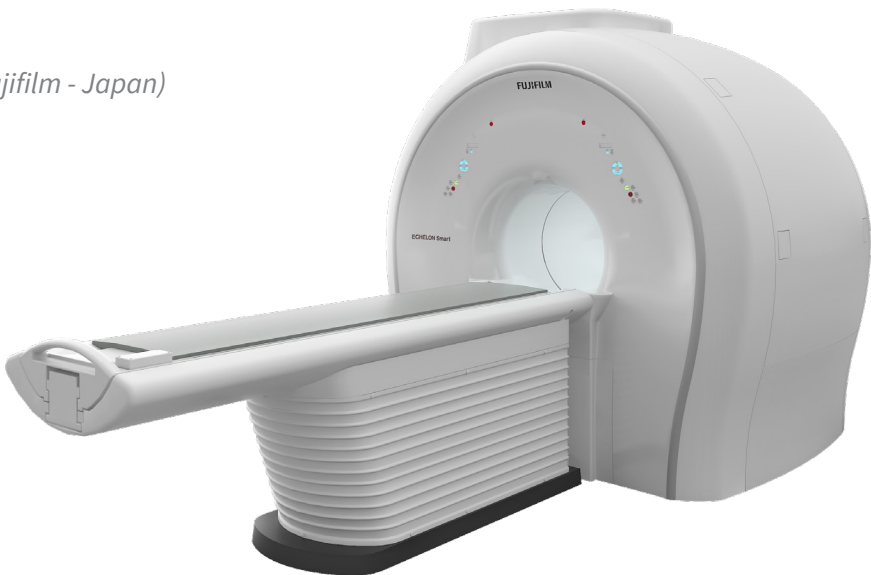


# MEDICAL INSTRUMENT & CONSUMABLE MATERIALS DISTRIBUTION

## MAGNETIC RESONANCE IMAGING (MRI)

Superconducting MRI system

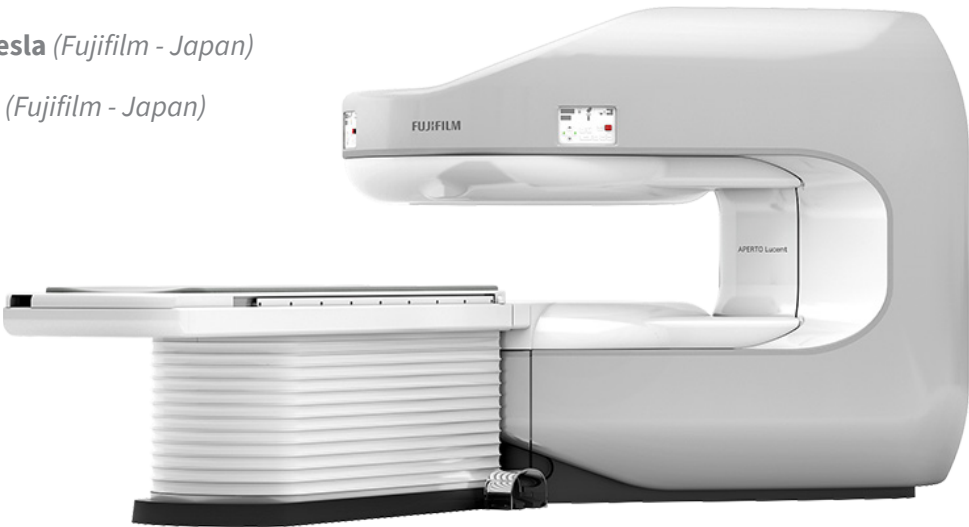
- ECHELON Smart 1.5 Tesla (Fujifilm - Japan)



ECHELON Smart 1.5 Tesla

Permanent MRI system

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



APERTO Lucent 0.4 Tesla

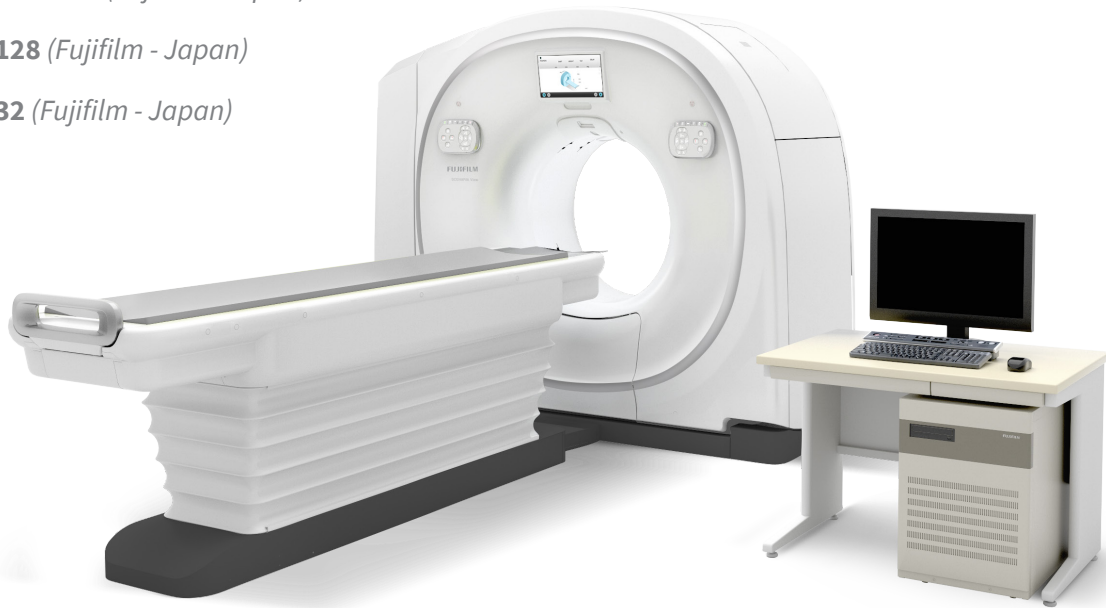
DIAGNOSTIC IMAGING DEPARTMENT

# COMPUTED TOMOGRAPHY (CT)

# DIAGNOSTIC ULTRASOUND

- SCENARIO View (Fujifilm - Japan)
- Supria 128 (Fujifilm - Japan)
- Supria 32 (Fujifilm - Japan)

- ARIETTA 50 (Fujifilm - Japan)
- ARIETTA 65 (Fujifilm - Japan)
- ARIETTA 650 DeepInsight (Fujifilm - Japan)
- ARIETTA 750 DeepInsight series (Fujifilm - Japan)
- ARIETTA 850 DeepInsight series (Fujifilm - Japan)



SCENARIO View



Supria 128



ARIETTA 750 DeepInsight



ARIETTA 65



## X-RAY SYSTEM

### 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)



AeroDR P-65/P-75



Aero DR2 - 14x16 HD DR



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 Minolta - Japan)
- Dry Laser Imager Drypro Sigma2 (Konica Minolta - Japan)



Drypro model 873

## 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)

# CONSUMABLES SALES

As the 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 20 years.

24

sub-distributors

36

cities/provinces

1700

film printers



Fujifilm DI-HL medical dry film



Konica SD-Q medical dry film

# ULTRASOUND SYSTEM

## Ultrasound system

- Sonimage HS2 (Konica Minolta - Japan)
- Sonimage MX1 (Konica Minolta - Japan)

## Transducer

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



Sonimage MX1



Sonimage HS2





## SYRINGE PUMP - INFUSION PUMP

- Infusion syringe pump **Perfusor compact plus** (B.Braun - Germany)
- Volumetric infusion pump **Infusomat Compact Plus** (B.Braun - Germany)
- Volumetric infusion pump for non-dedicated infusion lines **Infusomat compact plus P** (B.Braun - Germany)
- Infusion syringe pump with TCI and PCA function **Perfusor Space** (B. Braun - Germany)
- Volumetric infusion pump **Infusomat Space** (B.Braun - Germany)
- Volumetric infusion pump for non-dedicated infusion lines **Infusomat Space P** (B.Braun - Germany)
- MRI system rack for Space Infusion Pumps **SpaceStation MRI** (B.Braun - Germany)



Perfusor Space Syringe pump

## RESUSCITATION - CARDIOVASCULAR INTERVENTION

- Invasive blood pressure transducer (Merit Medical - Singapore)
- Central venous catheter (Merit Medical - Singapore)



Central venous catheter



Invasive blood pressure transducer

## NAVIGATION

- Kick Navigation (BrainLab AG - Germany)
- Curve Navigation (BrainLab AG - Germany)



Curve Navigation



Kick Navigation

INFECTION CONTROL DEPARTMENT



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

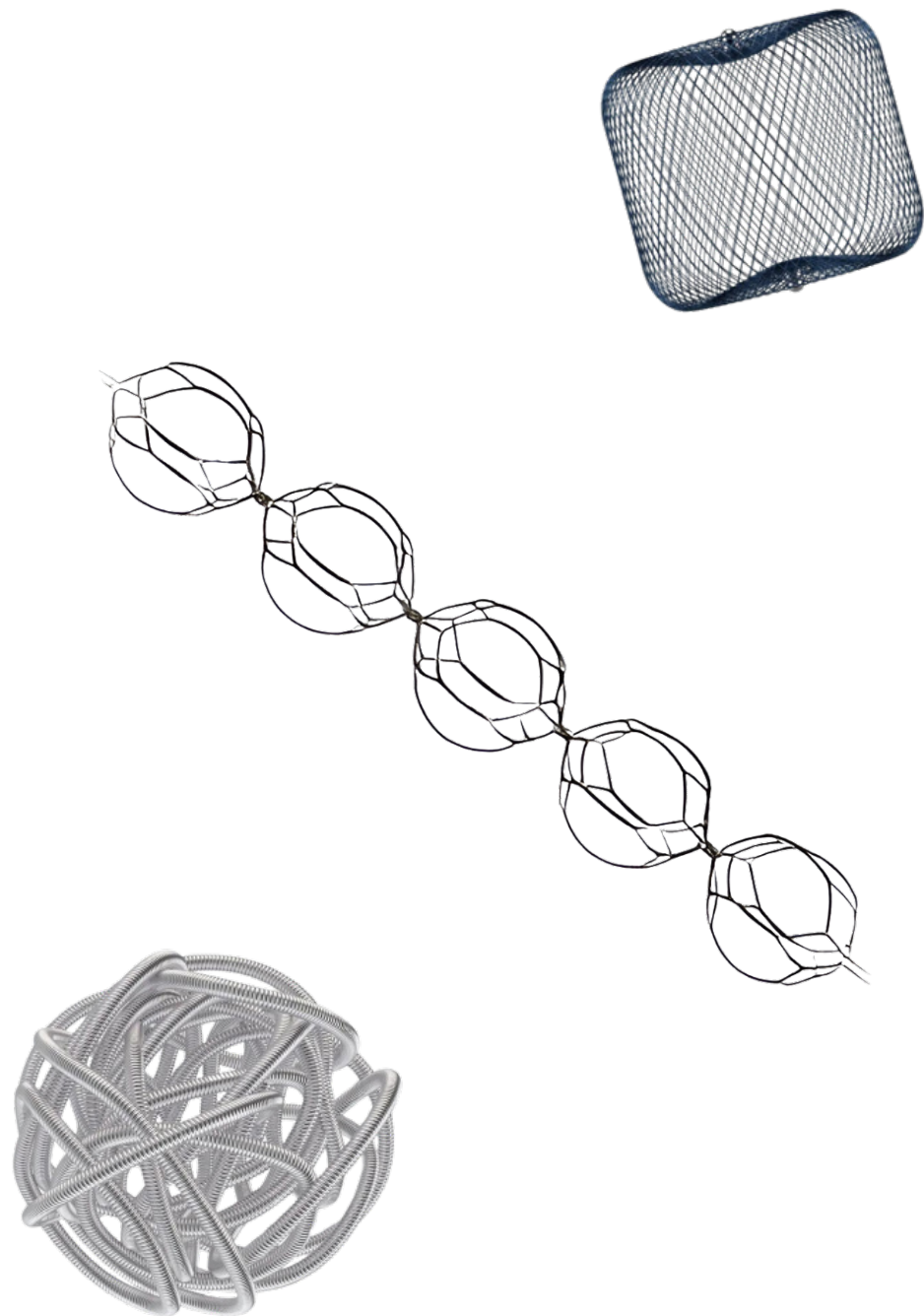
- **SAKURA Tube Dryer TUK-52** (*Sakura Seiki - Japan*)



# INTERVENTION

- Acute ischemic stroke solutions
- Aneurysm and neurovascular malformation therapies

CATHLAB



# ASSOCIATE INVESTMENT



**32** cities/  
provinces | **80** partners | **119** 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 ...)**



# SPECIALIZED DIAGNOSTIC IMAGING CLINIC VIET NHAT

Viet Nhat Diagnostic Imaging Clinic is a unit under Japan Vietnam Medical Investment And Development JSC with the responsibility to help Vietnamese people access high-class, high-quality medical services at the most reasonable cost. Since then, contributed to the actualization of making JVC the number 1 medical technology and service infrastructure investment company in Vietnam.

Viet Nhat Diagnostic Imaging Clinic is equipped with modern machinery systems, such as a 128-slice CT-Scanner computerized tomography system, and Echelon Smart 1.5T magnetic resonance imaging system which meet the standards set by the Ministry of Health. The luxurious, spacious clinic and the attentive and dedicated service attitude of the staff will help patients always feel comfortable.

As of June 2023, Viet Nhat Diagnostic Imaging Clinic has replicated the model in 3 facilities across the country and aimed at 30 facilities in key provinces in Vietnam.

CT

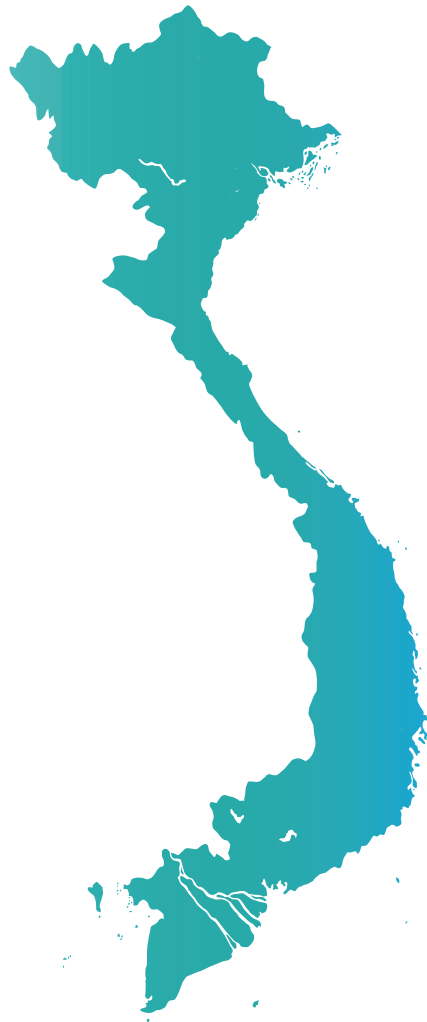
MRI

X-ray

Ultrasound



# KEY CUSTOMERS



63

CITIES/PROVINCES

637

CUSTOMERS

Over 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

“ *Become a medical investment company* ”

## 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



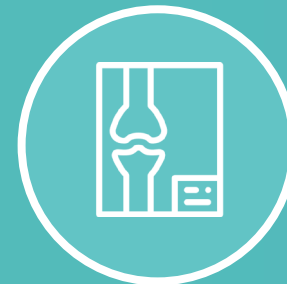
## IT SERVICES

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



## 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 channels and markets



## TECHNICAL SERVICES

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



## DIAGNOSTIC IMAGING CENTER

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





# 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.





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