

# Japanese Quality - Real Value

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

**Head office:** 24th floor, ICON 4 building, 243A De  
La Thanh, Lang Ward, Hanoi City

**Tel:** +84 24 3683 0516

**HCMC Branch:** No. 218 Tran Hung Dao, Cho Lon  
Ward, Ho Chi Minh City

**Tel:** +84 28 3920 7283

**Email:** [info@yateviethat.com.vn](mailto:info@yateviethat.com.vn)

**Website:** [www.yateviethat.com.vn](http://www.yateviethat.com.vn)

# 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, Lang Ward, Hanoi City  
**Tel:** +84 24 3683 0516  
**HCMC Branch:** No. 218 Tran Hung Dao, Cho Lon Ward, Ho Chi Minh City  
**Tel:** +84 28 3920 7283  
**Website:** [www.ytevietnhat.com.vn](http://www.ytevietnhat.com.vn)  
**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)

# 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**



**Vu Van Toan**



# 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.

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.

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.

2017

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

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.

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**, **Terumo Neuro**, and **Baixiang**.

2025

JVC became the distributor of **United Imaging** in Vietnam.



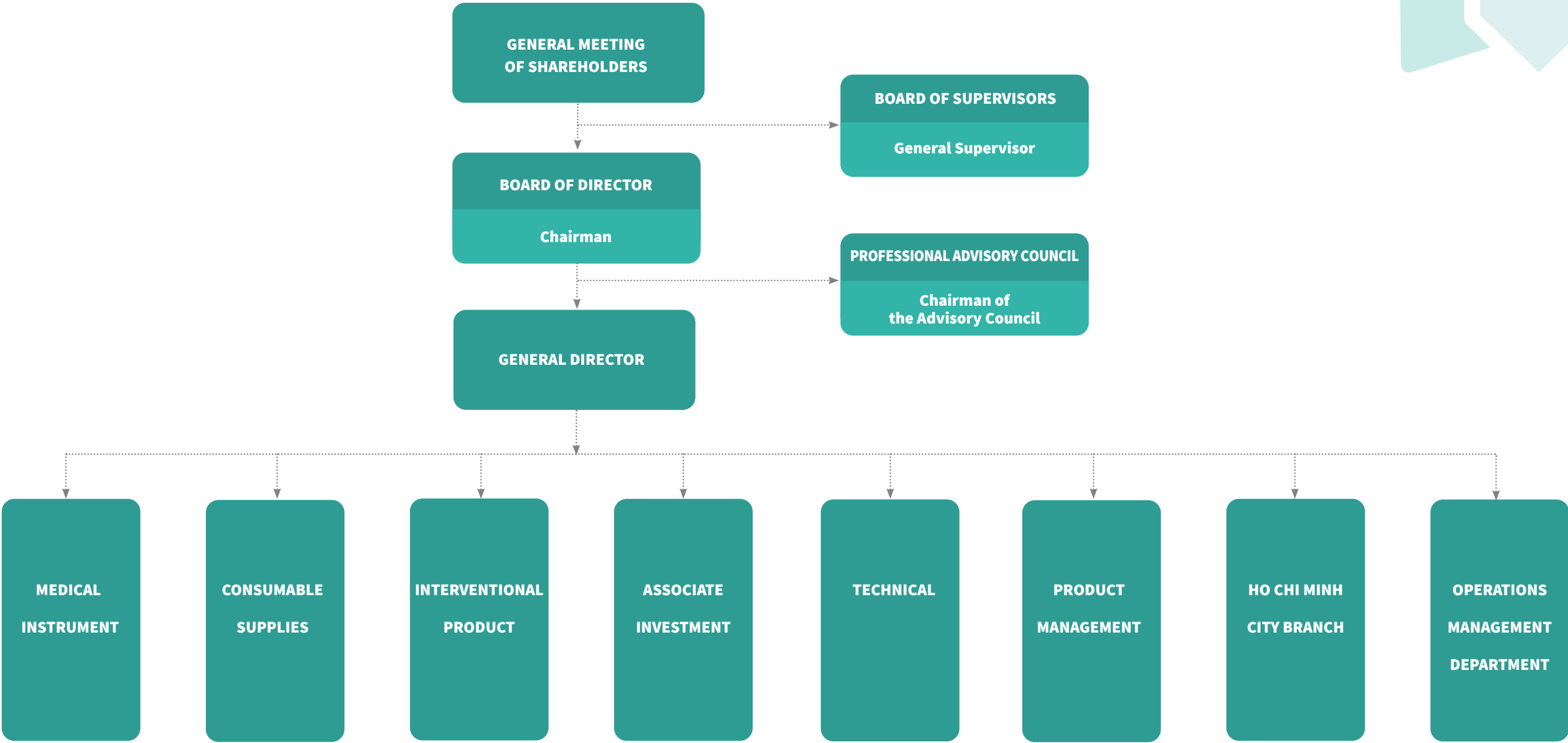
# OUR FOUNDATION

---





# ORGANIZATIONAL STRUCTURE





# LEADERSHIP



**MR. VU KHANH DIN**  
Chairman

**Degree:** Master's Degree, Lawyer  
**Specialization:** Law  
**Experience:** 20 years of experience in the field of law and legal affairs

**MR. VU VAN TOAN**  
General Director

**Degree:** General doctor  
**Specialization:** Master of Business Administration  
**Experience:** 25 years working in field of business consumable supplies and 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, United Imaging, Terumo Neuro, Merit Medical, B.Braun, BrainLab, Sakura Seiki, 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.

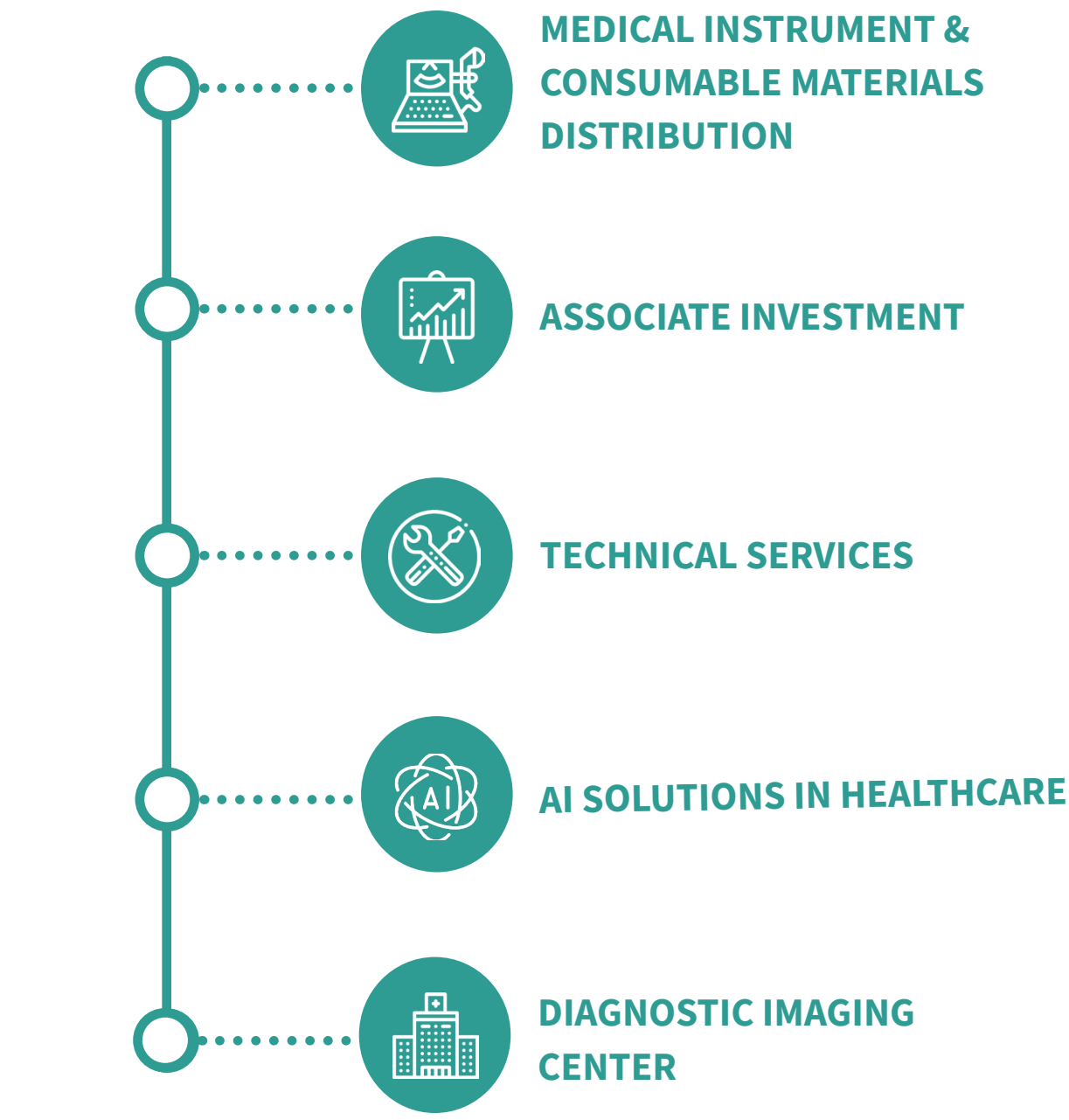
Our partners have been sharing strategies, actions, resources to support JVC in sustainably promoting our business activities. Let's follow our development path!

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





# MARKET & BUSINESS SEGMENTS

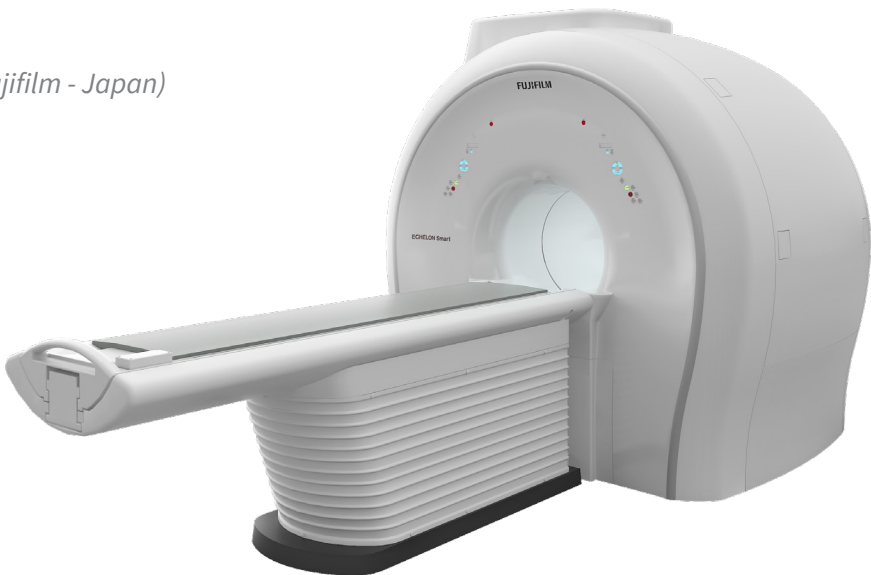


# MEDICAL INSTRUMENT & CONSUMABLE MATERIALS DISTRIBUTION

## MAGNETIC RESONANCE IMAGING (MRI)

Superconducting MRI system

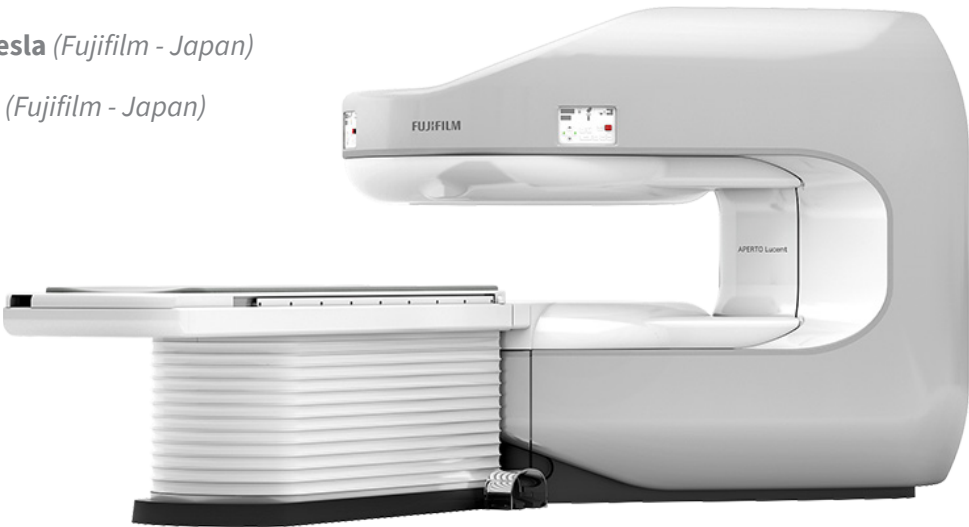
- ECHELON Smart 1.5 Tesla (Fujifilm - Japan)



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



MRI 5.0 Tesla

- uMR JUPITER (United Imaging - China)



uMR JUPITER

MRI 3.0 Tesla

- uMR 780 (United Imaging - China)
- uMR Omega (United Imaging - China)



uMR Omega

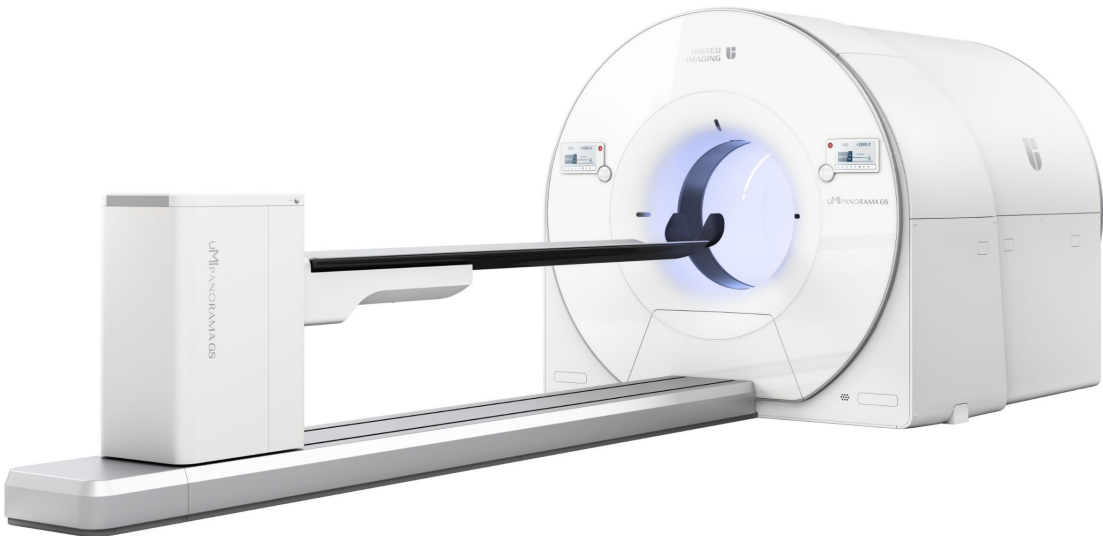
PET/CT IMAGING SYSTEM

PET/CT imaging system

- uMI 550 (United Imaging - China)
- uMI Panorama GS (United Imaging - China)
- uEXPLORER (United Imaging - China)



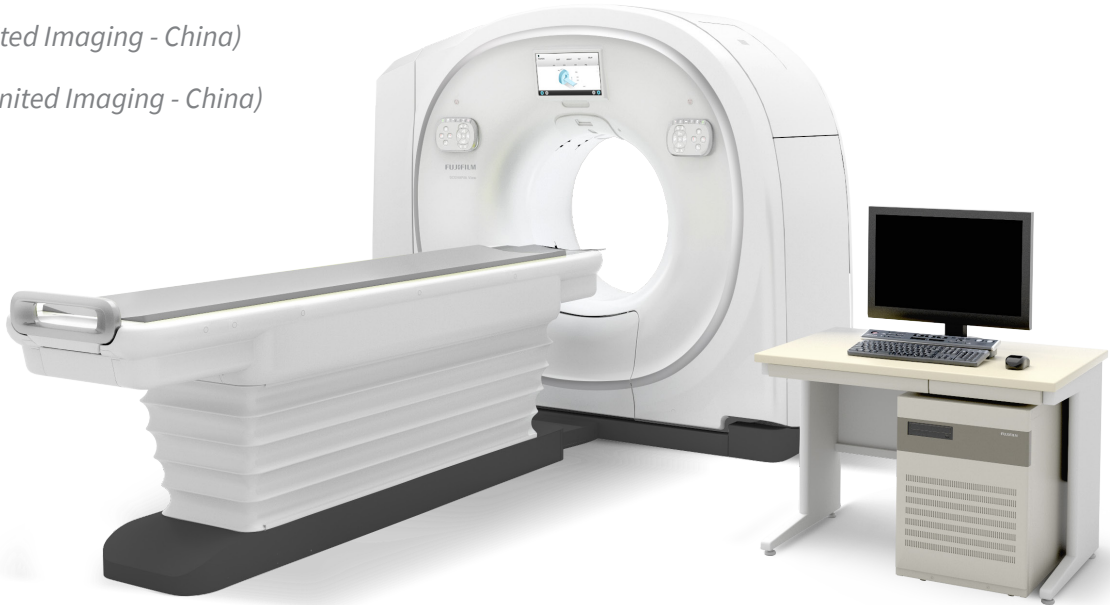
Positron emission tomography (PET) imaging system uMI 550



uMI Panorama GS PET CT positron emission tomography system

# COMPUTED TOMOGRAPHY (CT)

- SCENARIO View (Fujifilm - Japan)
- FCT iStream (Fujifilm - Japan)
- Supria 32 (Fujifilm - Japan)
- uCT 868 (United Imaging - China)
- uCT 960+ (United Imaging - China)



SCENARIO View



uCT 960+

# DIGITAL X-RAY SYSTEM

- uDR 566i-A/B (United Imaging - China)
- uDR 596i (United Imaging - China)
- uDR 760i (United Imaging - China)
- uDR 780i Pro (United Imaging - China)



uDR 780i Pro

# MOBILE DIGITAL X-RAY SYSTEM

- uDR 380i Pro (United Imaging - China)



uDR 380i Pro



# DIGITAL SUBTRACTION ANGIOGRAPHY (DSA) SYSTEM

- **uAngio AVIVA** (United Imaging - China)



uAngio AVIVA

# C-ARM DIGITAL X-RAY SYSTEM

- **uMC Reveal** (United Imaging - China)



uMC Reveal

# DIGITAL MAMMOGRAPHY SYSTEM

- **Amulet Sophinity** (Fujifilm - Japan)
- **uMammo 590u** (United Imaging - China)
- **uMammo 890i** (United Imaging - China)



uMammo 890i

# DIAGNOSTIC ULTRASOUND

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



ARIETTA 750 series



ARIETTA 65

# X-RAY SYSTEM

## Digital Radiography (DR)

- **P-41 (SKR4000)** (Konica Minolta - Japan)
- **AeroDR P-53** (Konica Minolta - Japan)
- **P-65/P-75 (SKR3000)** (Konica Minolta - Japan)
- **P-82/P-85 (GIF panel)** (Konica Minolta - Japan)

## Digital X-ray Reader (CR)

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



AeroDR P-65/P-75



CR FCR Prima T2



# 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.

26

sub-distributors

34

cities/provinces

2500

film printers



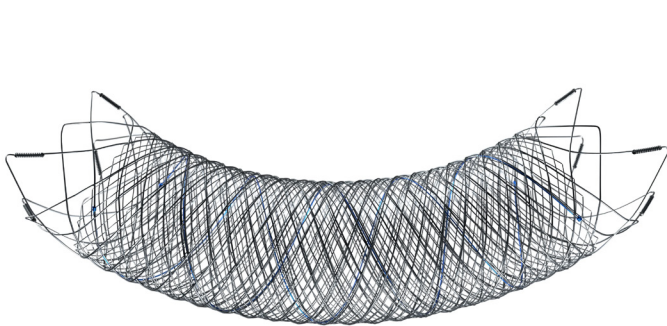
Fujifilm DI-HL medical dry film



Konica SD-Q medical dry film

# INTERVENTION

- **FREDX** (Terumo Neuro/ MicroVention - France)
- **WEB** (Terumo Neuro/ MicroVention - USA)
- **Coil embolic system** (Terumo Neuro/ MicroVention - USA)



FREDX



WEB



Coil embolic system

## SYRINGE PUMP - INFUSION PUMP

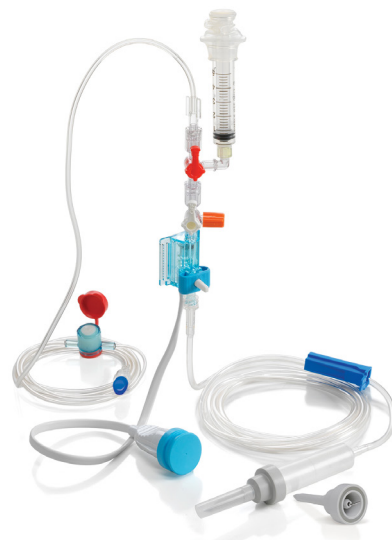
- Infusion pump - Perfusor/ Infusomat compact plus (P) (B.Braun - Germany)
- Infusion pump with TCI and PCA function - Perfusor/ Infusomat Space (P) (B. Braun - Germany)
- MRI system rack for Space Infusion Pumps - Space Station MRI (B.Braun - Germany)



Perfusor/ Infusomat compact plus

## RESUSCITATION - CARDIOVASCULAR INTERVENTION

- Invasive blood pressure transducer (Merit Medical - America)



Invasive blood pressure transducer

## NAVIGATION

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



Curve Navigation



Kick Navigation



# EQUIPMENT FOR INFECTION CONTROL



Comprehensive solution for CSSD focusing on washer, dryer and sterilizer

## Washer

- Sink system SS-Series (Sakura Seiki - Japan)
- Ultrasonic cleaner US- 201SAN (Sakura Seiki - Japan)
- Washer Disinfector SAKURA DEKO 260K/ 260XX (Franke Medical Oy - Finland)

## Dryer

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

## 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)



# SOLUTIONS AI IN MEDICAL

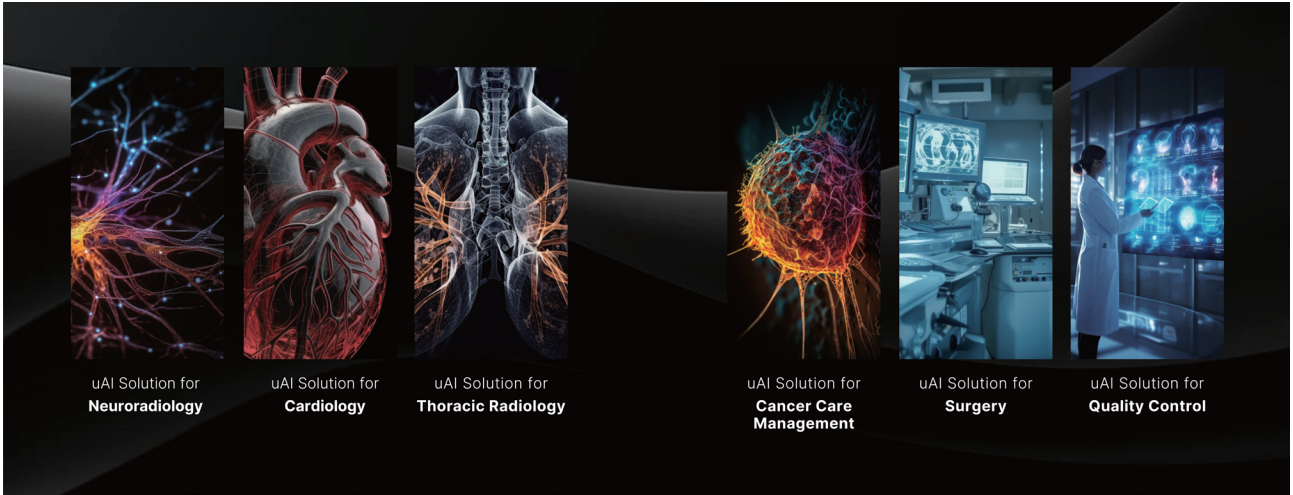
## uAI – Comprehensive Medical Artificial Intelligence Platform from United Imaging

uAI is an advanced artificial intelligence platform developed to comprehensively support the healthcare industry, especially in imaging diagnosis and clinical management. Deeply integrated into medical equipment and software systems, uAI helps automate processes, analyze complex imaging data, and support doctors to make more accurate decisions in less time.

The platform applies deep learning models and natural language processing to understand and analyze medical

information from various sources, including images, text, and clinical data. As a result, uAI can support early detection of abnormalities, optimize treatment processes, and improve the operational efficiency of medical facilities. In addition, uAI also plays an important role in standardizing image quality between facilities, ensuring consistency and reliability in diagnosis.

With a vision towards a smart healthcare system, uAI is not only a supporting technology, but also a strategic platform to help digitally transform the healthcare industry, bringing practical value to doctors, medical staff and patients.





# ASSOCIATE INVESTMENT



**16** cities/  
provinces | **81** partners | **120** 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



# 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-Scenaria 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

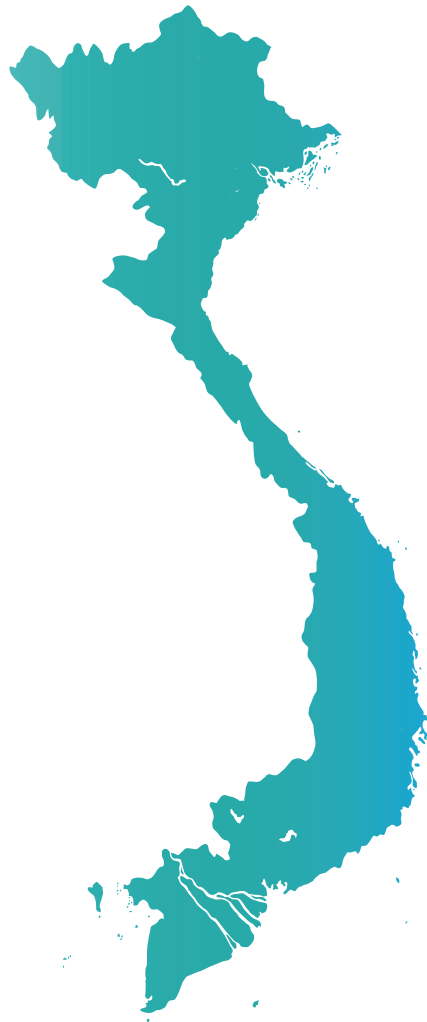
MRI

X-ray

Ultrasound



# KEY CUSTOMERS



34

CITIES/PROVINCES

668

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



# 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



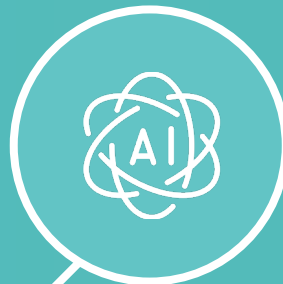
## ASSOCIATE INVESTMENT

- 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



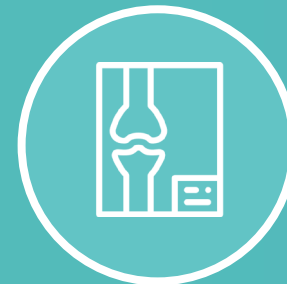
## AI SOLUTIONS

- Providing solutions applying artificial intelligence in diagnosis, treatment and hospital management
- Providing consulting services and implementing AI solutions to improve operational efficiency and quality of medical care



## 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
- Vietnamese Sub-society of Interventional Radiology (VSIR)
- Ho Chi Minh City Extended Diagnostic Imaging Conference
- Vietnamese Society of Ultrasound in Medicine
- Technologists' Society
- Vietnam Medical Equipments Association (VIMEAS)
- Hospital Directors' Club
- Vietnam Infection Control Society (VNICS)
- Vietnam Private Hospital Association
- etc

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





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

---

**Head office:** 24th floor, ICON 4 building, 243A  
De La Thanh, Lang Ward, Hanoi City

**Tel:** +84 24 3683 0516

**HCMC Branch:** No. 218 Tran Hung Dao, Cho Lon  
Ward, Ho Chi Minh City

**Tel:** +84 28 3920 7283

**Email:** [info@ytevietnhathat.com.vn](mailto:info@ytevietnhathat.com.vn)

**Website:** [www.ytevietnhathat.com.vn](http://www.ytevietnhathat.com.vn)

