



# Highlight of Investment

20. Jan 2021

## **Brief the History of MEKICS**

- 1. MEKICS has 22 years Carrier in 'Medical Device' from 1998. MEKICS was the listed company KOSDAQ market in Dec. 2015.**
- 2. MEKICS is technical driven venture company have the key technologies to approach the 'Respiratory market' from critical care to home care.**
- 3. MEKICS have met big chance to overcome brand name value and to be a leading company of 'Respiratory device ' as COVID-19.**
- 4. MEKICS have the vision plan to be 300 million USD in 2025**
  - The new technologies. ( the requirements & convergence as COVID-19 )**
  - Strategic Partners / Sales Network**

# Identity of MEKICS ' Technology driven company

## Before COVID-19

### Business Strategy

- 1) **Critical care** : price driven to emerging market
- 2) **Sub-Acute - Respiratory therapy** : trying to be a leading company
- 3) **Home Respiratory care** : Supplying device and to be service provider though Subsidiary in Korea.

### Technical Strategy

- The pricing competition.
- The exclusivity or unique solution.

### Status

- The strong confidence with technical Assets.



## COVID-19 Effect to MEKICS

### 1. Financial Status

### 2. Increasing Market demand

+ national defense health care system.

'All-in-one Respiratory device'

### 3. Sales network

+ Emerging market (maintenance)

+ developed country ( Consumable Biz)

: All-in-one respiratory device

+ Strategic partner & investor

### 4. Market is increased up.

Aging +Air pollution

+ the after effect of COVID-19



**MEKICS seems have met not only a big chance to sales but also have become settled the good business environment in 2020.**

## Respiratory Care Device - from ICU to Home

- **Critical ventilator** : It be used to life support and recovery of ARDS patient in ICU.
- **Transportable Ventilator** have similar function than critical ventilator, It have special function to be used out side of ICU such as NIV (mask ventilation) and battery.
- **Reparatory therapy device** is more common concept, MEKICS defined this name are All- in –One device with functions such as 'NIV+HFNC+Humidifier+SpO2 to cover all most respiratory disease patient.



Critical ventilator



Transportable ventilator



Respiratory therapy device



- ARDS : Acute respiratory distress syndrome
- NIV : Non-invasive ventilation (mask)
- HFNC : High flow Nasal Cannula therapy

# Overview Respiratory Care Market

Respiratory Market					
Categories ( DEVICE)	Critical care	Transportable	HFNC	Home Vent / home Care	Sleep OSA (CPAP)
			Respiratory therapy device		
Categories (Clinical Severity)	ICU(Acute)		SUB –Acute		
<b>1.Key Player</b>	Getinger Hamillton Modtronics (PB) Vyair (Bare-bird) Drager	Medtronic Hamillton Drager Zoll Medical Flight Medical	Vaportherm Fisher & Paykel TNI <b>MEKICS</b>	Phillips RESMED Air Liquide Hein_Lubinstein	Phillips RESMED
		<b>MEKICS' unique approach.. ( Total Respiratory Service )</b>			
<b>2. Sales Price / Biz structure</b>	30K~40KUSD / Sales margin Maintenance	10K~20KUSD / Sales margin Maintenance	4KUSD /Sales margin consumable Acc. (Service Fee)	7KUSD /Sales margin consumable Acc. Service Fee	1.5KUSD /Sales margin consumable Acc. Service Fee
<b>3. Sales Power</b>	<b>Manufacturer's network</b>	<b>Manufacturer's network</b>	<b>Manufacturer's</b> And/or <b>consumable distributor</b> Teleflex, <b>Flexicare</b> etc	<b>Service Provider</b> USA : 3major supplier EU : Linde , Air-liquide, <b>SOS oxygene'</b> Japan : Teijin / FD	<b>Service Provider</b>
<b>4. Characteristic</b>	<b>Very Conservative Brand name</b>	Conservative	Conservative	Provider's service	Provider's service Brand name

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					• Subsidiary ; Home Rental biz
World Market Size	16%	2%	23%	15%	44%
			38%		
MEKICS Sales performance structure.					
2020	80%	15%	5%		
2021	50%	20%	30% ↑		
Vision 2025	30%	20%	50% more		Subsidiary
	90M USD	60M USD	150 M USD		50MUSD

## 2- Track strategy

## Emerging market



### ICU work-station



The 'safe patient management or to reduce clinical risk' in Hospital

## Developed country



### Total Smart Care – Consumable Biz.



The new competitive solution to service provider

## Summary

Our message are :

- 1) MEKICS is ready to grow continuously.
- 2) MEKICS have prepared competitive solution with clinical paper and patent for the new demands as POST COVID -19.
- 3) MEKICS have met a incredible chance as COVID 19 in 2020.  
And, we have converted previous status of MEKICS to the new basement or starting line.
- 4) Comment to the value of MEKICS..

Thanks