

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
- **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

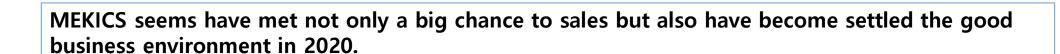
- The strong confidence with technical Assets.

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





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







• 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)								
1.Key Player	Getinger Hamillton Modtronics (PB) Vyair (Bare-bird) Drager	Medtronic Hamillton Drager Zoll Medical Flight Medical	Vaportherm Fisher & Paykel TNI MEKICS	Phillips RESMED Air Liquide Hein_Lubinstein	Phillips RESMED				
		MEKICS' unique approach (Total Respiratory Service)							
2. Sales Price / Biz structure	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				
3. Sales Power	Manufacturer 's network	Manufacturer's network	Manufacturer's And/or consumable distributor Teleflex, Flexicare etc	Service Provider USA: 3major supplier EU: Linde, Air-liquide, SOS oxygene' Japan: Teijin / FD	Service Provider				
4. Characteristic	Very Conservative Brand name	Conservative	Conservative	Provider's service	Provider's service Brand name				

Overview Respiratory Care Market

Respiratory Market								
Categories (DEVICE)	Critical care	Transportable	HFNC	Home Vent / home Care	Sleep OSA			
		Respiratory therapy device						
Categories (Clinical Severity)		ICU(Acute)			Subsidiary			
			SUB –Acute	; 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