

Akacia Healthcare, South Africa's Leading BEE Health and Personal Care Group

quality
health
care

Akacia™

A large blue rounded square logo containing the text "Akacia™" in white and "HealthCare" in white and green.

Akacia™
HealthCare

AkaciaTM
Medical

Newly Acquired Offices

Isando, JHB



Akacia Medical

Cape Town Facility



The Akacia Vision

To be the supplier of choice in the markets that we serve, by providing quality products, value for money and customer service excellence.



Akacia Medical

- Akacia Medical **manufactures and distributes** a wide range of medical, surgical equipment and related consumables.
- Clients include:
 - Private & state sector hospitals;
 - Private practitioners;
 - Wholesale and retail pharmacy;
 - Serviced by our National Sales Force and supported by a telesales infrastructure.

- ✓ Turnover of ± R230 Million
- ✓ Manufacturing Staff 130 - 150
- ✓ Sales force of 25 Representatives



In-house manufacturing processes.

- Extruding, injection moulding, blow moulding.
- Cutting, welding, printing, assembling and testing.
- Packaging.
- ETO Sterilizing.
- Warehousing.

Medical Surgical Products

65% “Tupperware” and 35% Medical Textiles

- Over 1200 line items.
- 40% Locally manufactured.
- 20% Locally packaged
- 40% Imported
- Previously 50/30 local/imported



Medical Surgical Products



Surgivac Low Pressure Wound Drains



Stock Code	Description
WD225010	Bellevue drainage system – Surgivac – 35 mm 1.6" – 500 ml Bellevue
WD225015	Bellevue drainage system – Surgivac – 4 mm 3/16" – 500 ml Bellevue
WD225020	Bellevue drainage system – Surgivac – 6 mm 1/4" – 500 ml Bellevue



Lavage drain

Description

An addition of a lavage set to the drainage system allows washout of the operative site or instillation of therapeutic agents. The irrigation for anti-inflammatory agents reduces post-operative pain and promotes early mobilisation and a shortened hospital stay for the patient.

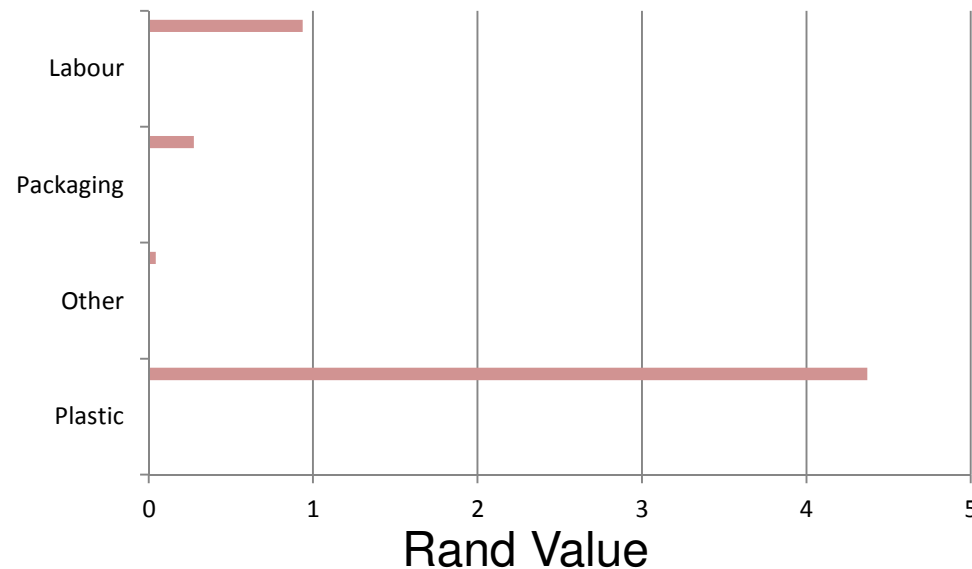


Distributed by Akacia Medical (Pty) Ltd, Atlas Gardens, Kiepersol Crescent, Contermanskloof Road, Tableview, Cape Town, South Africa, 7441.
PH: 021 5214100 - FAX: 021 5214141 - Email: info@akaciahealth.com

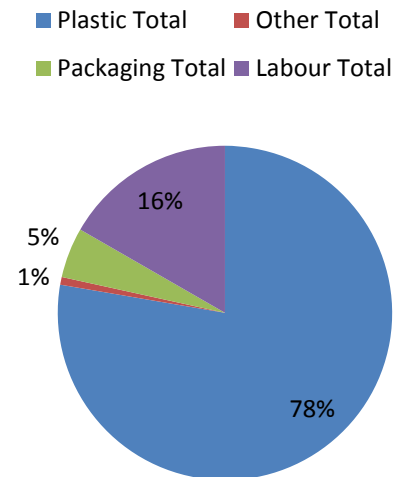


“Oxysure” O2 Mask cost breakdown

- Cost / Mask = R 5.62 excluding vat, delivery and business costs
- Recent WCDOH Tender award =R5.75 incl VAT



Percentage Split



Pressures preventing local growth

General:

- Cheap Imports.
- Expensive business running costs.
- Lack of volume sales to promote healthy competition and price reductions.
- Regulatory expenses.
- Etc...

Pressures preventing local growth

Government sector:

- No defined local manufacturing preference system for the medical device industry.
- No supplier facility or financial background inspections.
- Unsustainable tender bidding.
- SABS standard excessively expensive.
- Lack of tender compliance in most regions.

Pressures preventing local growth

Private sector:

- Medical Insurance company
“Benchmarking”.
- Per Diem rates per procedure.
- Multi national companies offering product
“Baskets”.
- Private healthcare groups sourcing their
own products.

Discontinued PVC/PP products

Nasal Cannulas, Ryles Duodenal Tubes, Feeding Tubes, Control Suction Catheters, Bulb Syringes, Scrub Brushes, Nelaton Catheters, Urine Drainage Bags, Leg bags, Bile bags.

Questions?

- Thank you!

