

140827 PC TRADE

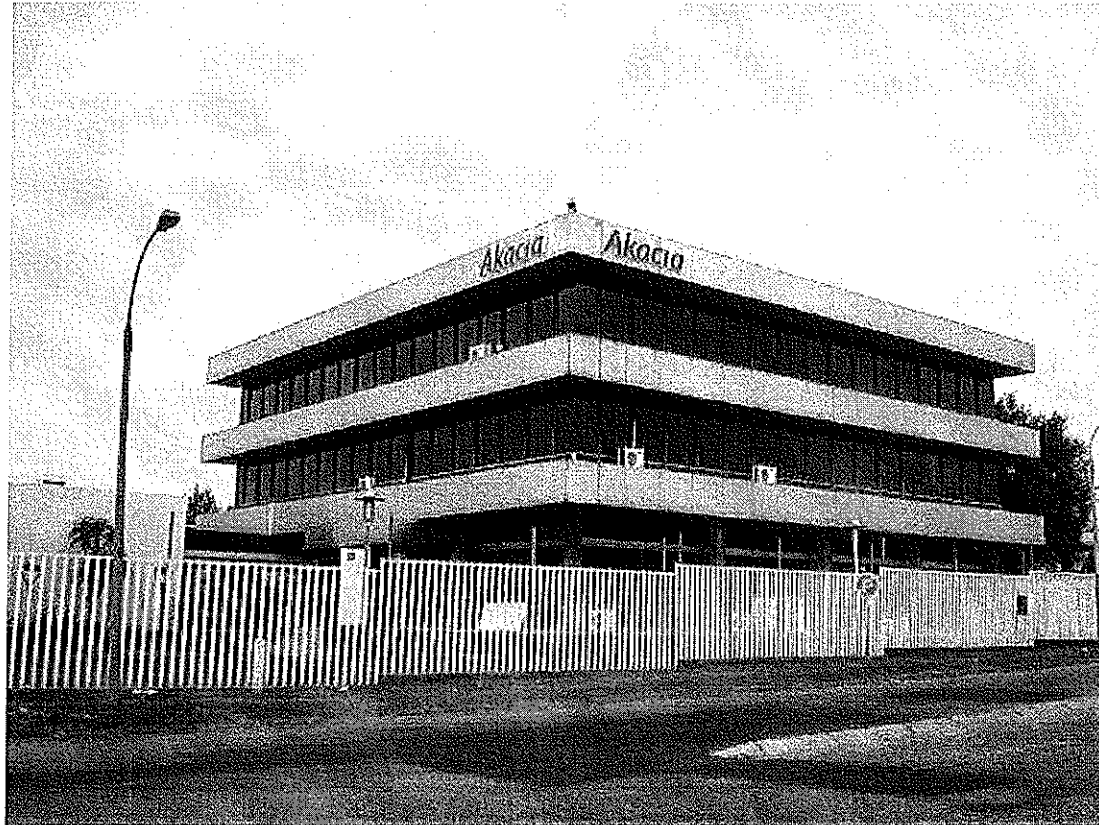
# Akacia Healthcare, South Africa's Leading BEE Health and Personal Care Group

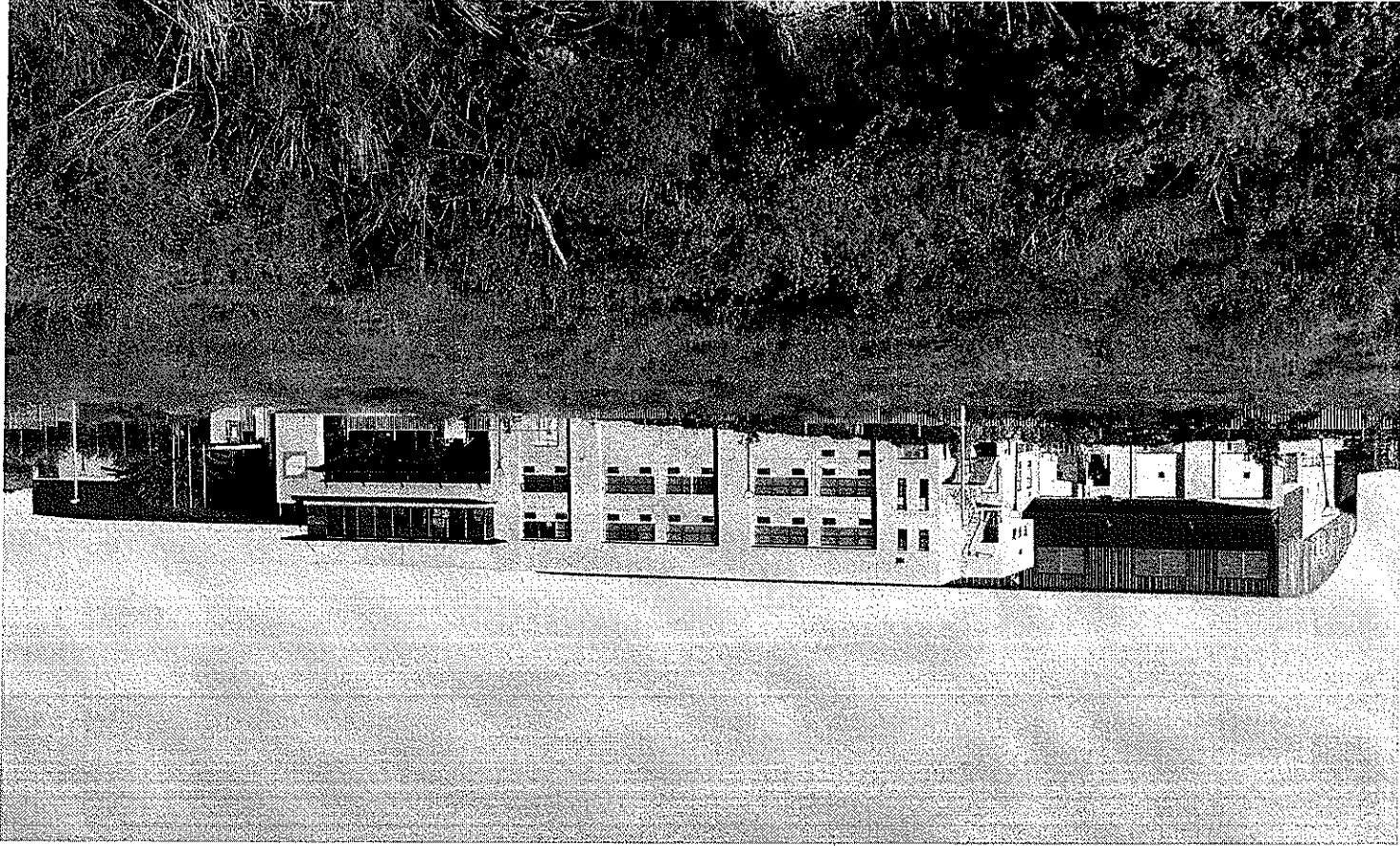


**AKQCIQ**  
**Medical**

TM

# Newly Acquired Offices Isando, JHB





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# **Akacia Medical**

## **Cape Town Facility**



# **The Akacia Vision**

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**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

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- 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.

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

# Medical Surgical Products

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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

## OXYSURE

Air Entrainment Masks



Akacia Medical

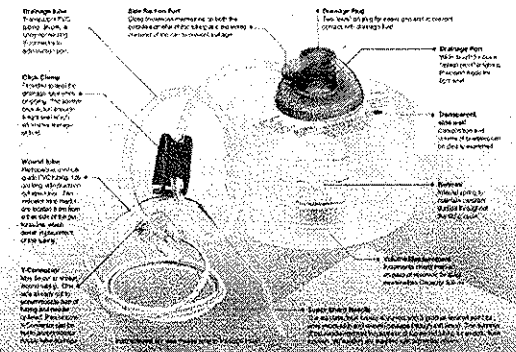
Manufactured by Akacia Medical Pty Ltd, 1000 Westmead, Westmead, New South Wales, Australia. Tel: 02 9640 1111. Fax: 02 9640 1112. Email: info@akaciahealth.com

## Thoracic Drains & Catheters

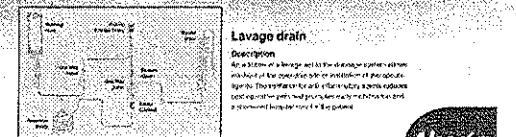
Akacia Medical



## Surgivac Low Pressure Wound Drains



Model	Description	Capacity	Material
AK1000-01	Deluxe drainage system - Surgivac	1000 ml	Clear plastic
AK1000-02	Deluxe drainage system - Surgivac	1000 ml	Clear plastic
AK1000-03	Deluxe drainage system - Surgivac	1000 ml	Clear plastic



Akacia HealthCare

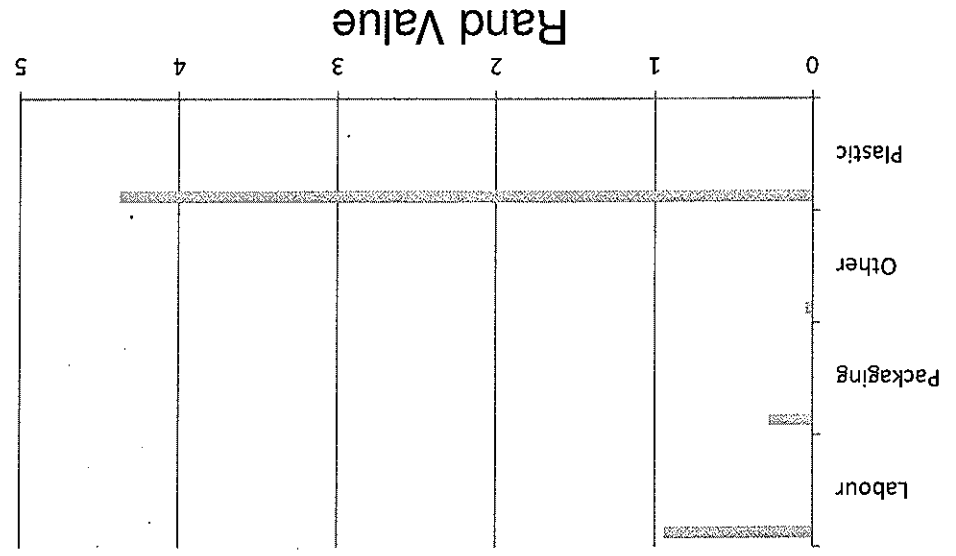
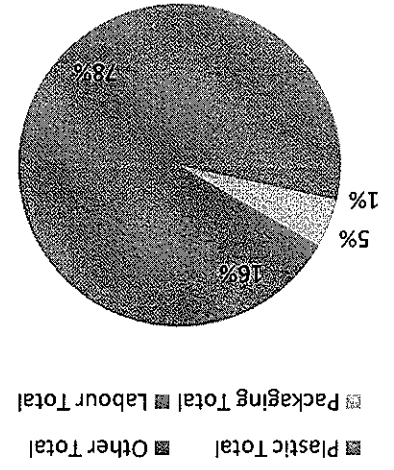
Akacia Medical

Distributed by Akacia Medical (Pty) Ltd, Atlas Gardens, Kicpersal Crescent, Contermansloof 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

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## 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

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## 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

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## 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

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



# Questions?

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- Thank you!





