

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

*quality  
health  
care*

**Akacia™**

**Akacia™**  
**HealthCare**

**Akacia<sup>TM</sup>**  
**Medical**

# Newly Acquired Offices

## Isando, JHB

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# Akacia Medical

## Cape Town Facility

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# 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



## Surgivac Low Pressure Wound Drains



Stock Code	Description
WD225010	Belwows drainage system – Surgivac – 33 mm 1.6" – 500 ml Belwows
WD225015	Belwows drainage system – Surgivac – 4 mm 3/16" – 500 ml Belwows
WD225020	Belwows drainage system – Surgivac – 6 mm 1/4" – 500 ml Belwows



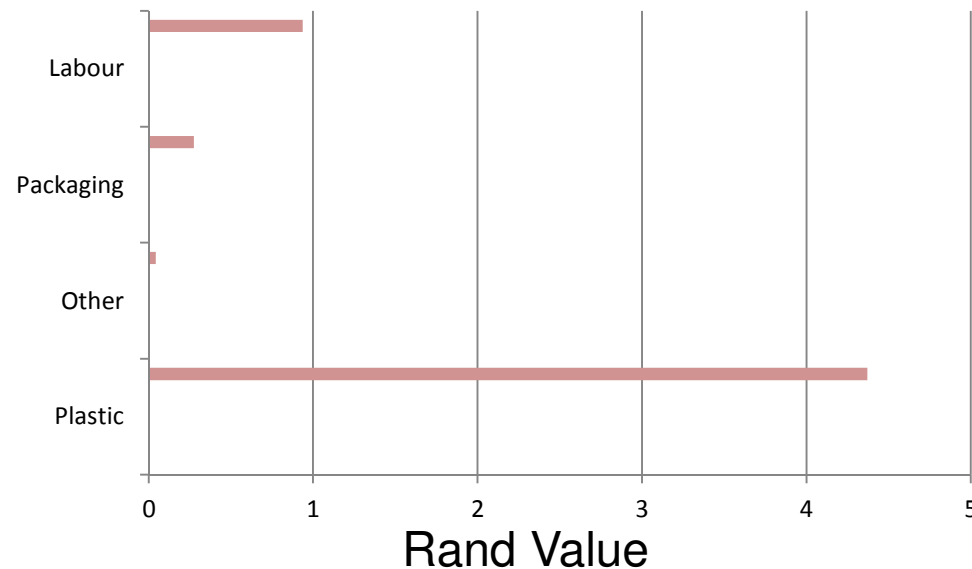
### Lavage drain

#### Description

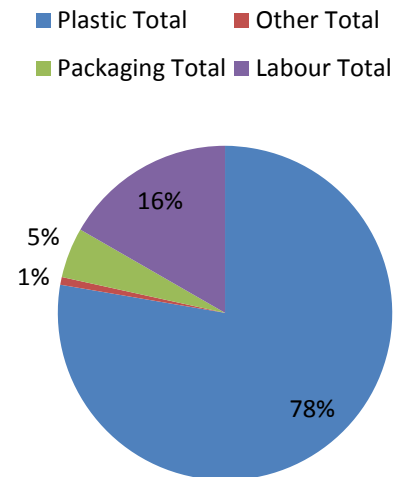
An addition of a lavage set to the drainage system allows washout of the operative site or instillation of therapeutic agents. The instillation of anti-inflammatory agents reduces post-operative pain and promotes early mobilisation and a shortened hospital stay for the patient.

# “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!