



CORPORATE PRESENTATION  
**2018**

Version: June 2018



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## **A** GENERAL OVERVIEW



## INTRODUCTION

Palex is a Spanish company with a broad experience and international vocation. We provide advanced solutions for the hospital, research and laboratory sectors, as well as healthcare equipment and disposables.

Our extensive knowledge of the market, where we have been present **for over 60 years**, enables us to be leaders in our industry and gives us greater access to new markets, encouraging our internationalization.

\* Palex Medical SA is the property of Bidco Palex SL, the holding company of the group, whose majority shareholder is Corpin Capital, located in Madrid.

**+140**

**Million euros annual turnover**

**+500**

**International suppliers**

**+100.000**

**Product references**

**+1.000**

**Clients**

**+440**

**Employees**

**+45**

**Medical and surgical specialties covered**





## OUR BUSINESS FUNDAMENTALS

### Our Mission

Understand and satisfy the needs of patients and health professionals, both medical practitioners and health system managers, by providing advanced and efficient hospital solutions that integrate products, systems, techniques and health services, through distribution agreements with world leading manufacturers.

### Our Vision

To be the leading global supplier for hospitals, recognized by our innovative contributions to hospital practice.

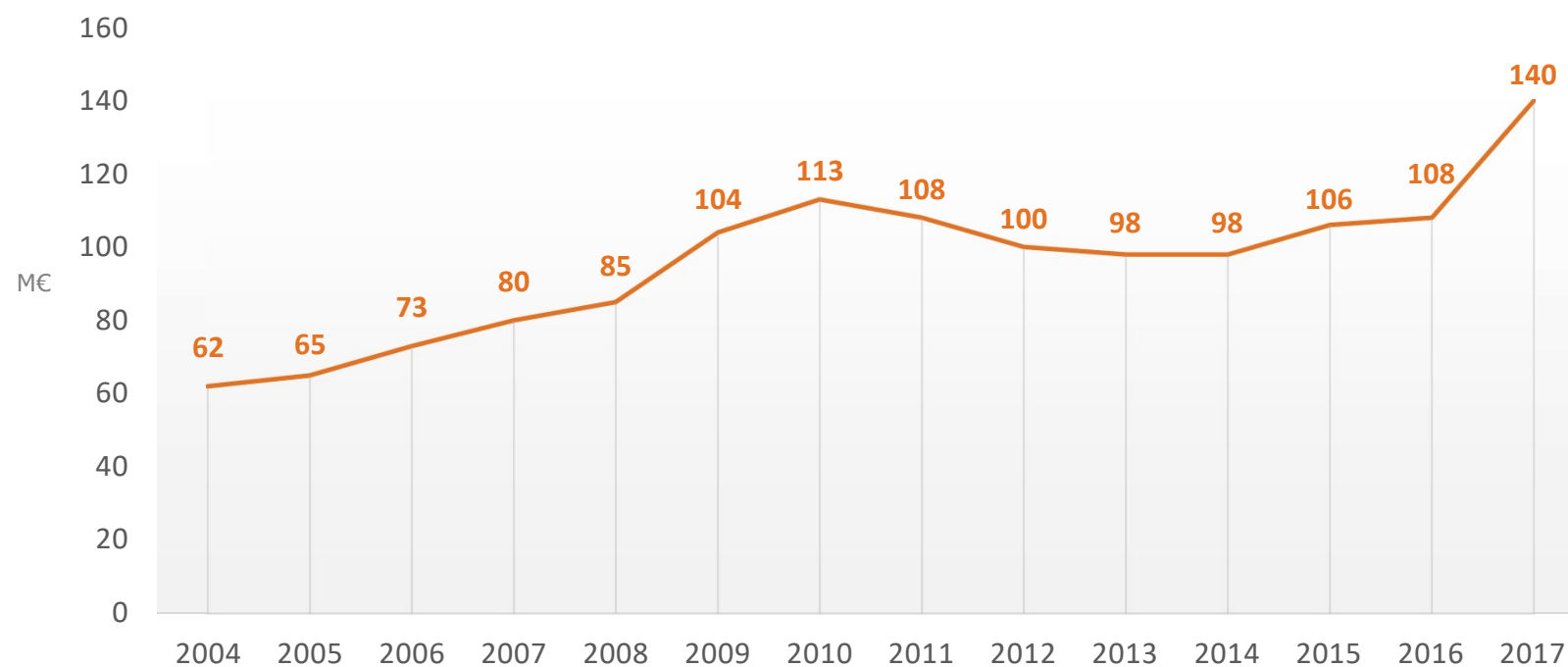
### Our Values

- **The customer** comes first.
- **Our staff** is the key to our growth.
- **We take our work seriously** and honor our undertakings.
- We bring **quality** and **innovation**.
- We are **flexible** and offer service excellence.
- We are committed to **growth**.





## ANNUAL TURNOVER (Million €)

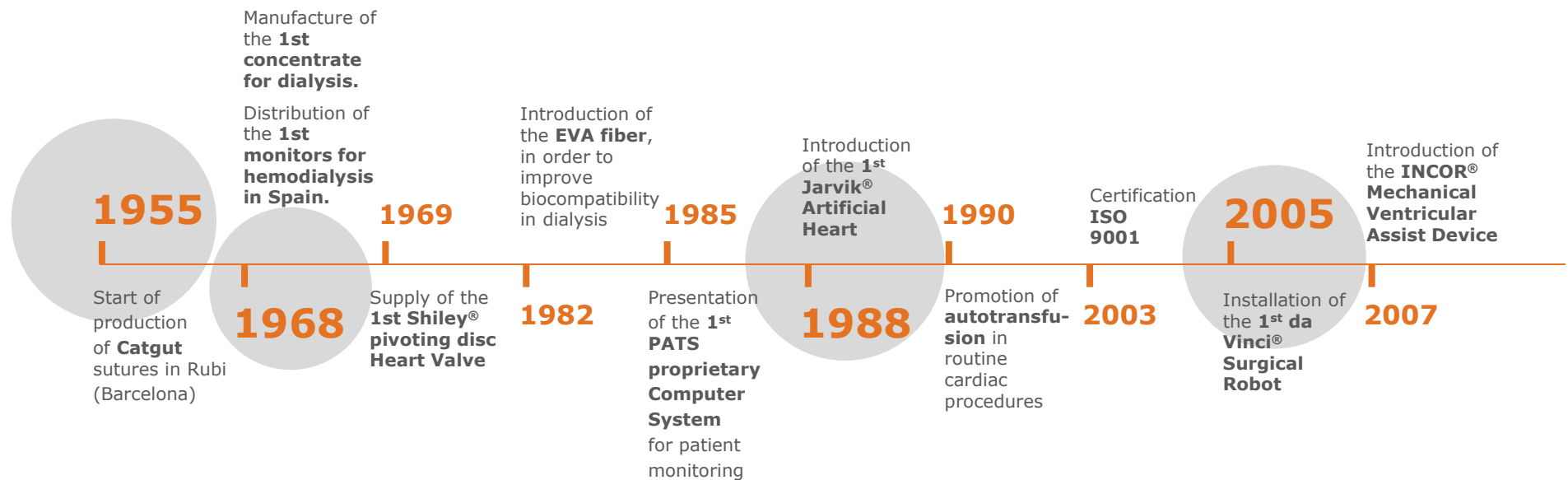




## OUR HISTORY

### Expertise

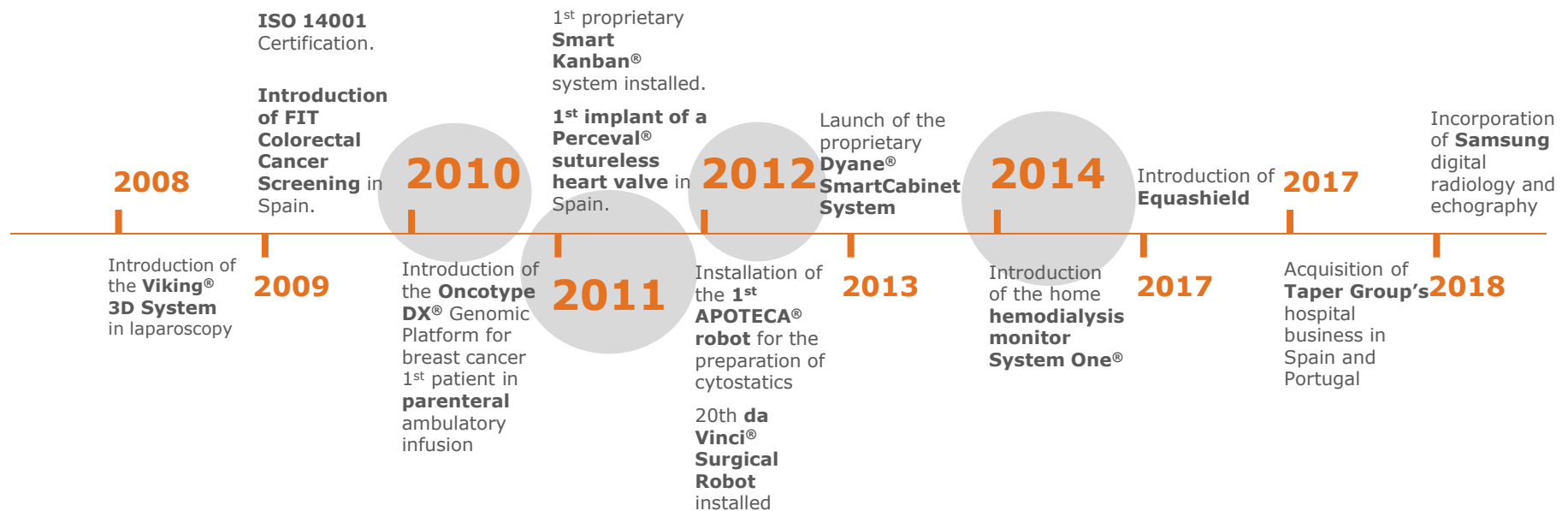
With nationwide coverage in Spain and Portugal, we have our own sales network and a deep knowledge of regional procurement models.





## Market knowledge

We have always worked closely with clinicians and other medical staff, making it easy to identify their emerging needs and look for the products or solutions that meet them.







## OUR MARKET APPROACH

There are over 440 people directly providing their services as delegates, specialists and technicians to our clients.

We have **more than 60 years of experience** in the marketing and distribution of medical equipment and hospital technology.

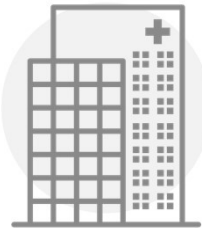
Our sales team is flexible and adapts to the needs of each segment, focusing on the **search for innovative solutions** that contribute an added value to medical teams, hospital management staff and healthcare authorities of the autonomous communities.



Public Health Administration  
Medical Mutual Insurance



KAM



>500 Beds



KAM



Sales Reps



200-499 Beds



KAM



Sales Reps



100-199 Beds



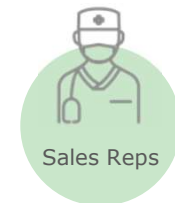
KAM



Sales Reps



<99 Beds



Sales Reps

Key Account Managers

Sales Reps



## DEVELOPMENT OF OUR OWN PRODUCTS

We have developed new products and solutions for innovative areas that meet the needs of our clients, such as **managing high-cost materials, surgery drapes and holding chambers for medication.**

The Cobex logo consists of the word "Cobex" in a green, sans-serif font, with a stylized orange and green swoosh underline beneath the letters "e" and "x".

Cobex



Wide range of sterile and non-sterile surgery drapes

The DYANE smartkanban logo features a blue grid icon above the word "DYANE" in blue and "smartkanban" in orange.

DYANE  
smartkanban



Automation of the double compartment system with RFID panels/mailboxes

The DYANE smartcabinet logo features a blue grid icon above the word "DYANE" in blue and "smartcabinet" in orange.

DYANE  
smartcabinet



Smartcabinet for the management of high-cost materials

The DosiVent logo features the word "DosiVent" in a blue, sans-serif font, with a stylized orange and green swoosh underline beneath the letters "e" and "t".

DosiVent



Holding chambers for medication



## TECHNOLOGY FOR BUSINESS (T4B)

We have created new solutions to enhance our clients' return on investment.

### RFID BASED SOLUTIONS & SYSTEMS

For the improvement of hospital logistics and management.

### ACQUISITION OF TECHNOLOGY

- By providing the latest technology (either from Palex or other suppliers) from portable ultrasound systems to hemodynamic rooms.
- By helping to meet the maintenance charges of these technologies.







## SPANISH HEALTH SYSTEM-MAIN FEATURES

- **Universal, direct and provided as a free service.**
- **9<sup>th</sup> in the world in product consumption.**
- **Total expenditure represents 6,2% of GDP (2015).**
- **Around 800 hospitals (165,000 Beds).**

- 350 Private hospitals.
- 120 Public hospitals, privately managed.
- 330 Public hospitals (110,000 Beds) and 2,700 health centers.

BEDS		> 500	200-499	100-199	<99
HOSPITALS		80	145	218	360

- **Ways of purchasing:**

- Public tenders.
- Direct purchase.
- Leasing / Renting.

- **Fragmented: Around 1,700 Companies.**

- **Stable:**

- 3% new companies in the past 5 years.
- 39% have been in the market for more than 20 years.

**17** autonomous communities

**2** autonomous cities

**19** different standards



**SEE MORE**





## OUR MARKET APPROACH

Spanish Health System  
Main players

**Market access** turns into a key element of success





## INTERNATIONAL PRESENCE WITH OUR OWN PRODUCT

Our natural market is the Iberian Peninsula, but thanks to the knowledge of our market, in which we have been working for more than 60 years, and to our firm leadership position in the sector, we have distribution agreements for our products, and international presence in these countries.

We develop our own solutions in robotization and automation, based on **RFID technology**, which cover the emerging needs of our customers. For its introduction in new markets around the world we have an **International Trade Department**.



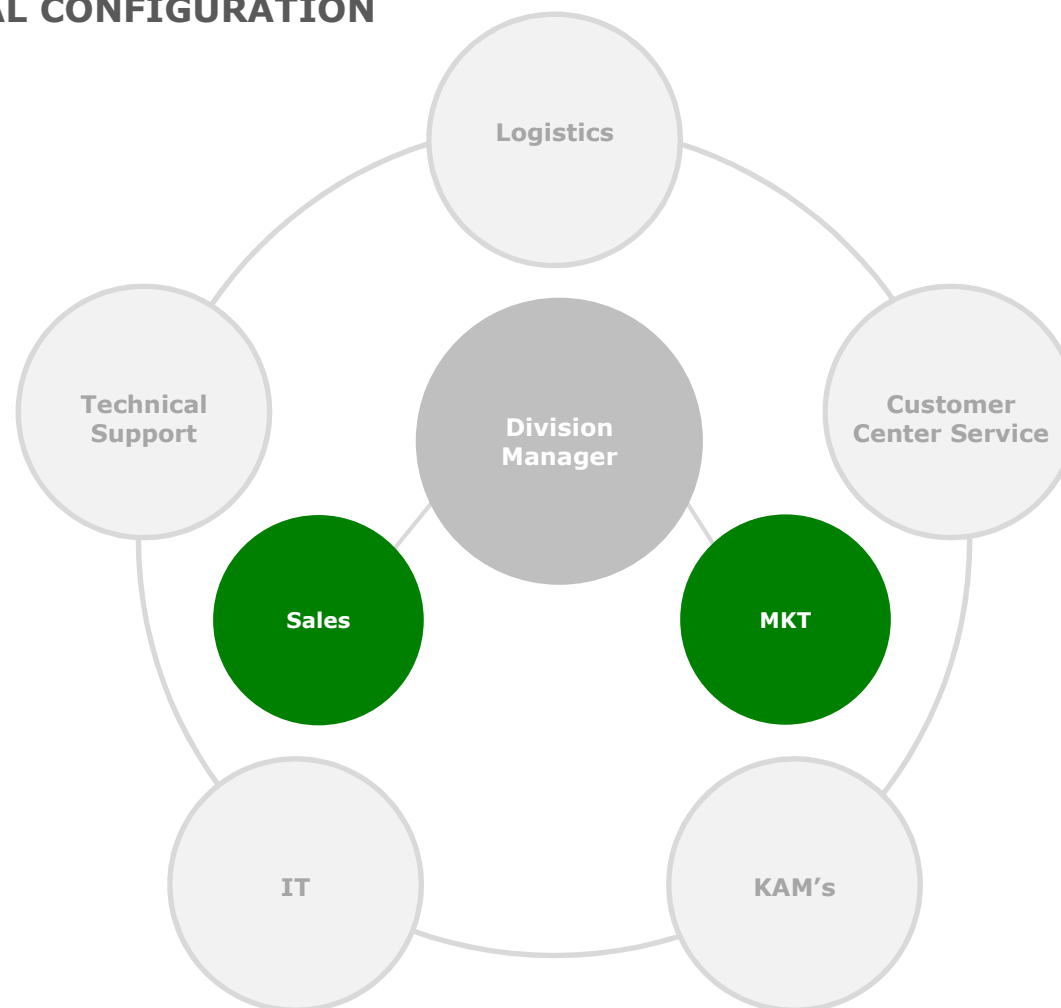
UK  
Germany  
France  
Ireland  
Italy  
Malta  
Mexico  
Poland  
Russia  
Israel  
Saudi Arabia  
Singapore  
Colombia  
Chile  
Panama





## **B** OUR COMMERCIAL DIVISIONS

## PRODUCT LINE: TYPICAL CONFIGURATION







## CARDIAC SURGERY

Range of products used specifically in open-heart surgery, from cardiac prostheses and oxygenators to extracorporeal pumps, and in the field of cardiac stimulation, implantable pacemakers.

- **Heart Valves**
- **Mechanical Heart Support Devices**
- **Heart-Lung Machines & Oxygenators**
- **Minimally Invasive Instruments**
- **Autotransfusion**
- **Pacemakers and Cardiac Stimulation**
- **Ventricular Cardiac Assist**
- **Palex Data® - Proprietary Clinical Database Management**

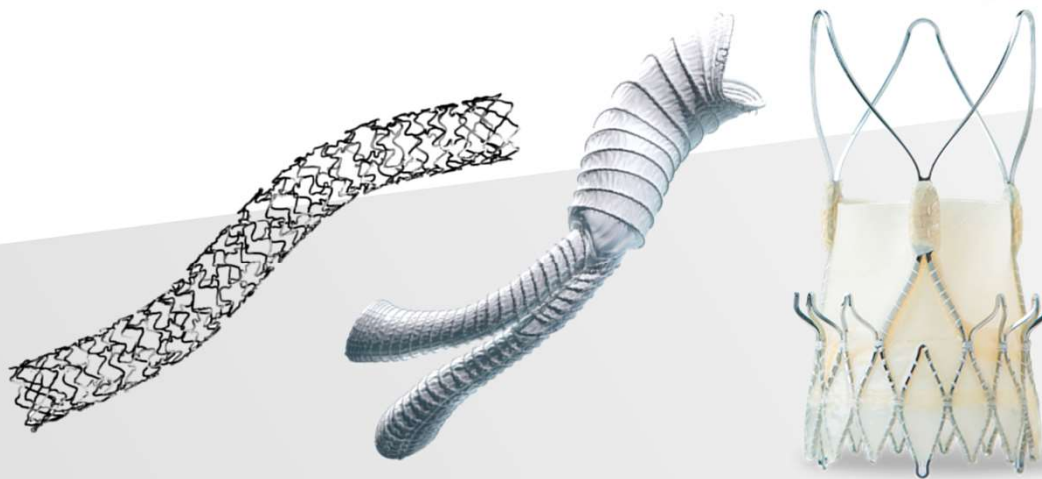
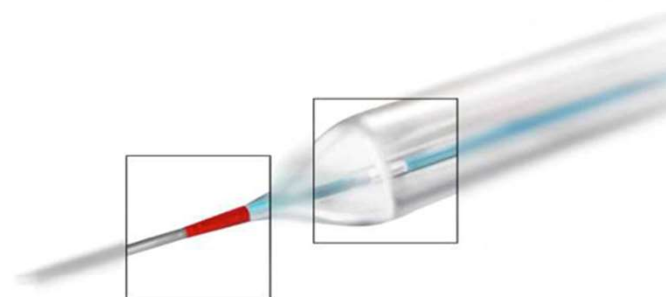




## INTERVENTIONISM

Range of products that cover any coronary and peripheral vascular disease from diagnosis through treatment.

- **Peripheral Angioplasty**
- **Percutaneous Valves**
- **Endovascular Stent Graft**
- **Stem Cells & Growth Factors**
- **Palex Data®- Proprietary Clinical Database Management**





## ORTHOPEDIC SURGERY, TRAUMATOLOGY & SPINE

Products and instruments for the treatment of the different pathologies in orthopedic surgery and neurosurgery for the following specialties:

- **Knee**
- **Hip**
- **Shoulder**
- **Foot & Ankle**
- **Spine**
- **Tissue Regeneration**







## NEPHROLOGY

Advanced equipment for home and hospital hemodialysis, including a wide range of dialyzers.

- **HD Monitors**
- **Portable Home HD**
- **Portable Echography**
- **Ultrapure Water Treatments**
- **PS, PES and Special Membrane Dialyzers**
- **Vascular Access: AV Fistula Needles & Catheters**
- **AV Blood Lines for Cartridges & Concentrates**





## DRAPES, STERILIZATION AND INSTRUMENTATION

Wide range of sterile and non-sterile surgical drapes, facial protection and surgical instruments.

- **Surgical Packs**
- **Custom Packs**
- **Facial Protection**
- **Scrub Suits**
- **Sterilization Wraps**
- **Non Sterile Gloves**
- **Surgical Instruments**
- **Sterilization Containers**





## HOSPITAL AUTOMATION AND ENGINEERING

Integrated solutions to improve resource management and eliminate mistakes in the process.

### ► CENTRAL WAREHOUSE

- Automation & Equipment

### ► PHARMACY

- Preparation & Dispensing of Unit Doses
- Dispensing Medication to External Patients
- Preparation of Cytostatics
- Clean Rooms

### ► ASSISTANCE UNITS

- Ward Stock & Equipment Management
- Stock Management & Safekeeping in Critical Areas (Surgical Wing, Hemodynamic and Interventional Radiology)
- Furniture for Clinical Units
- Carts (Clinical Stations, Anesthesia, Medication...)



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## CLINICAL CARE

Specialized product line for patients who require comprehensive care and monitoring, regularly in the Intensive Care units and in Anesthesia, and products that protect the users (nurses, pharmacists and medical practitioners).

### ► PHARMACY

- Closed Systems for Drug Transmissions
- Systems for the Reconstitution of Antibiotics

### ► INFUSION

- Elastomeric Infusion Pumps
- Electronic Infusion Pumps
- Infusion Systems & Accessories
- Urine Management Systems

### ► ICU & ANESTHESIA

- Vascular Access
- Sepsis Control Therapy

### ► RESPIRATORY

- Dosivent® – Spacer for Inhalation of Medication



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## IN VITRO DIAGNOSTICS

Equipment and reagents designed for clinical and research laboratories.

- **Autoimmunity**
- **Flow Cytometry**
- **Colorectal Cancer Screening**
- **Molecular Diagnostics**
- **Infectious Diseases**
- **Pharmacogenetics**
- **Immunochemistry**
- **Immunohistochemistry**
- **Neurobiology**







## ONCOLOGY

Range of genomic assays based on the biology of tumors for personalized, individualized medical treatment.

oncotypeDX<sup>®</sup>



**BREAST CANCER**  
**DUCTAL CARCINOMA IN SITU**  
**BREAST CANCER**



**PROSTATE CANCER**



**COLON CANCER**

B ladder EpiCheck



**BLADDER CANCER**



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## LABORATORY

Comprehensive solutions including equipment, reagents and consumables for all types of laboratories: anatomic pathology, research, diagnostics and food safety.

### ► ANATOMIC PATHOLOGY

- Anatomic pathology laboratories in the areas of histology, cytology and immunohistochemistry

### ► RESEARCH

- Biosciences research laboratories

### ► INDUSTRY

- Food safety and detection of residues in food





## DIAGNOSTICS AND TREATMENT

The Diagnostics and Treatment Division comprises 3 sectors geared towards medical specialties and their specific diagnostic and surgical techniques.

### ► PELVIC FLOOR

Focused on providing global solutions for pelvic floor disorders, urinary incontinence, digestive and respiratory endoscopy.

### ► MIS SURGERY

Focused on minimally invasive diagnostic and surgical procedures in the various surgical branches (Urology, Colorectal, Hepatobiliary, Neurosurgery, ENT).

### ► CARDIOLOGY AND RESPIRATORY

Focused on providing global solutions for diagnosis and treatment, including clinical information systems integrated with HIS, in the Intensive Care Specialties (adult, pediatric and neonatal), Emergency, Cardiology, Anesthesia, Obstetrics, In-Patient Wards and Primary Care Centers.





## IMAGE DIAGNOSIS

Image diagnostic tests are fundamental for the early diagnosis of several diseases and their follow-up treatment. A variety of equipment and techniques, from portable ultrasound machines, platforms based on the most sophisticated ultrasound technology and cutting edge digital radiology equipment, that address all imaging needs.

- **Digital Radiology: Robotic X-ray Rooms and Portable Equipment for General and Emergency Radiology**
- **Ultrasound Machines: High-Performance Platforms Specialized in Gynecology & Obstetrics and Radiology, and Ultrasound Machines for General Imaging with Advanced Applications**

Superior imaging equipment that takes care of the patients with high quality images and diagnostic accuracy, takes care of the staff by optimizing the procedures with simple workflows and minds the budget with advanced solutions customized to satisfy every need.



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# Palex

**ABEX**  
**EXCELENCIA ROBÓTICA**



**CYMIT QUÍMICA**

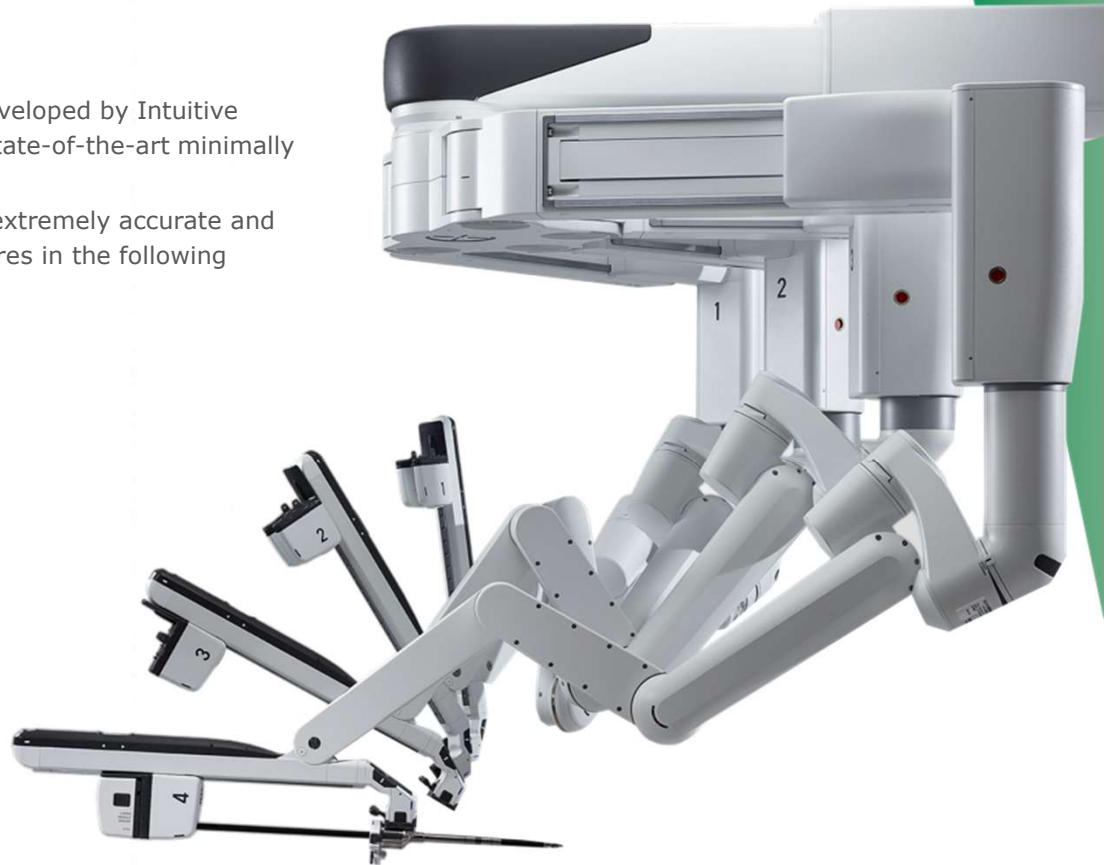
**ADACYTE**

## ABEX

The da Vinci® system is a robotic platform designed and developed by Intuitive Surgical to increase the surgeon's capabilities and offer a state-of-the-art minimally invasive option for complex surgery.

Its vision and control system make the da Vinci® robot an extremely accurate and versatile instrument to perform numerous surgical procedures in the following specialties:

- **Urology**
- **Gynecology**
- **General Surgery**
- **Thoracic & Cardiac Surgery**
- **Head & Neck Surgery**
- **Pediatric Surgery**



## CIMYT QUÍMICA

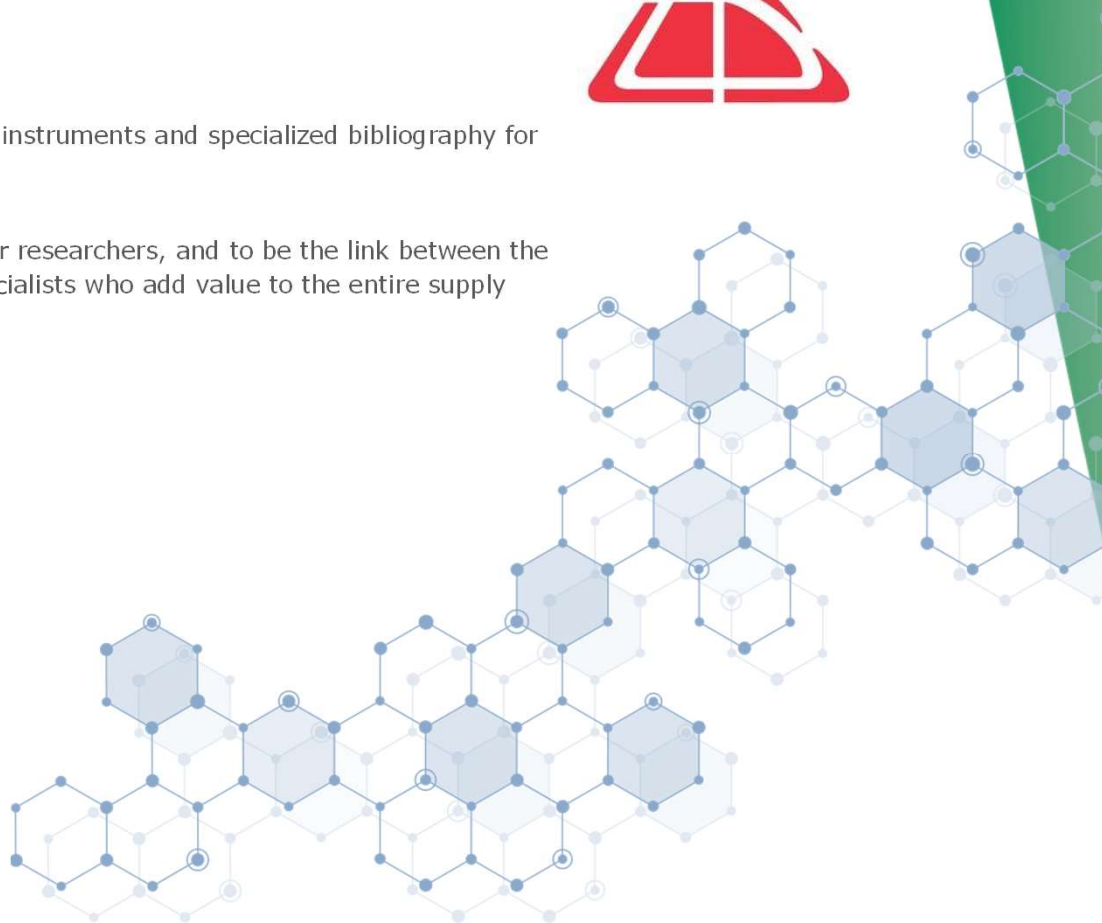
[www.cymitquimica.com](http://www.cymitquimica.com)

**Cymit** is an online platform for the sale of reagents, small instruments and specialized bibliography for the chemical, pharmaceutical and bioresearch industries.

**Cymit's** vocation is to become the primary marketplace for researchers, and to be the link between the provider and the user, building a virtual community of specialists who add value to the entire supply chain in the world of research.

The main products in demand on the web are:

- **Standards of Reference: USP, EP, BP, JP,...**
- **Reagents for Fine Chemistry:**
  - Alfa Aesar
  - TCI
  - Reagecon
- **Disinfection / Protection: WAK Chemie**
- **Bioresearch:**
  - Enzo
  - Biolegend
  - Adipogen





## ADACYTE THERAPEUTICS

- **Adacyte Therapeutics** is a company created in January 2018 with the objective of relaunching Adacolumn in Europe.
- **Adacolumn** is an innovative medical device that makes it possible to perform leukocyte apheresis processes on patients with inflammatory bowel disease and other autoimmune diseases.
- **Adacolumn** was developed by JIMRO (Japan Immunoresearch Laboratories Limited Co; Ltd). JIMRO is 100% owned by Otsuka.
- **Adacolumn** is available in 9 European countries, Japan and China.
- **Adacolumn** is a highly efficient and safe product for patients with ulcerative colitis who are resistant to conventional treatment with corticosteroids and/or biological. More than 70 published clinical studies and reviews validate its clinical evidence for the treatment of adult and pediatric patients.
- **Adacyte Therapeutic's** main objective is to expand the use of Adacolumn in Europe and make sure this innovative treatment is available to every patient with ulcerative colitis who need it.

**Adacyte**  
Therapeutics



**Adacolumn®**  
For Selective Granulocyte and Monocyte/Macrophage Apheresis  
(a novel innovative product from JIMRO)



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## **© MAIN COMPETITIVE DIFFERENCES**



## OUR ADVANTAGES AS A PARTNER





## TECHNOLOGICAL PARTNER (I)

- We represent more than 500 international firms in the Spanish and Portuguese markets.
- We have broad experience in commercial agreements with the most innovative and important manufacturers within the healthcare sector.
- We carry out continuous research for new products that meet the emergent needs of our clients.
- We offer an extensive portfolio of products and equipment and have extensive experience in grouping suppliers.



## TECHNOLOGICAL PARTNER (II)

We continuously research for state-of-the-art technology that will optimize hospital performance, whether by reducing costs, enhancing patient care or increasing work efficiency.

**LivaNova**  
Health innovation that matters



Perceval valve  
without sutures

**oncotypeDX**  
Genomic Prostate Score



Breast cancer assay

**SAMSUNG**



Samsung

**PalexHDD**



Home hemodialysis

**EIKEN CHEMICAL CO.,LTD.**



Equipment for colorectal  
cancer screening

**APOTECA**  
chemo



Robot for preparation  
of cytostatics

**EQ UASHIELD**



Equashield

**Berlin Heart**



Ventricular assist  
device Berlin Heart



## OPERATIONAL PARTNER

**Expertise in the comprehensive management of integrated logistics.**

Through Servistal Medica, we provide support to our clients with a broad range of services, always adapting to their specific needs and focusing on long-term solutions.

- **Logistics Management**
- **Technical Assistance Service**
- **After-Sales Service**
- **Customer Service**
- **In Vitro Diagnostics Laboratory**
- **Systems Development**
- **Public Tenders**
- **Stock and Purchasing Management**
- **Warehousing**
- **IT Systems**
- **Hospital Systems**
- **Pipette Calibration Laboratory**

### Some figures

**+11.000** Technical support hours per year

**+4.600** Equipment units installed

**+700** Yearly public tenders

**+850** Daily order lines

**+215.000** Yearly order lines

**+65.000** Yearly shipments







## FINANCIAL PARTNER

Our **structure** and **capacity** gives us the **financial flexibility** necessary to take on complex and large-scale projects.

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**Experience** and **financial resilience**  
in different financial models (equipment rental, leasing, etc.).





**BUSINESS PARTNER**

**INTERNATIONAL  
PROJECTS**

**TAILOR-MADE  
SOLUTIONS**

**CONTINUOUS  
TRAINING**

**DIGITAL MEDIA  
STRATEGY**





## OUR AIM

From our perspective as distributors,

to attain **sustained growth** greater than the sector average,

to **diversify risk** with special attention on **Customer Service** and invest to reduce internal costs,  
and maintain the Company's state-of-the-art technology with the most attractive sales program.

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## STRATEGIC DIRECTION

Consolidation, growth, development and innovation.

### National Market

- Consolidate our positioning in key market segments.
- Maintain market leadership in technological innovation by adding new products in core areas.

### International

- Expand our presence into new territories.
- Consolidate our presence in the countries where we already have distribution agreements.
- Reach long-term strategic agreements with partners that contribute added value.

### Innovation

- Bring new technological solutions to hospitals and healthcare management.
- Pursue innovation through strategic alliances.





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