

# Exclusive From Malaysia



ADVANCING BEYOND BOUNDARIES  
ISSUE #007



**PHARMACEUTICAL PRODUCTS  
& MEDICAL DEVICES**

GETTING MORE FROM LIFE

# CEO's NOTE

**Exclusive From Malaysia (EFM)**, is an initiative by the Malaysia External Trade Development Corporation (MATRADE) to introduce Malaysian companies to foreign importers. This e-magazine is a testament to MATRADE's dedication towards providing information on top-notch Malaysian products and services. The best that Malaysia has to offer.

The tagline, "Advancing Beyond Boundaries" reflects the zeal of Malaysian suppliers to transcend boundaries and their commitment to form a win-win partnership with potential clients.

This seventh edition of EFM features leading Malaysian healthcare companies that provide quality products and services. It is a reference for you to connect with medical providers, hospital equipment suppliers and manufacturers. Be it medical disposables and apparatus, supplements or COVID-19 test kits, the featured companies are well-positioned to meet your needs during this difficult time and beyond.

While the immediate focus is on meeting the impending need, these manufacturers also espouse sustainable approaches to avoid environmental pollution. An ethical and sustainable supply chain will ensure continuous provision without detriment to the environment.

We are confident this edition provides promising business opportunities, and we urge you to contact our globally competitive and renowned suppliers to elevate your business, going forward.



## **Mohd Mustafa Abdul Aziz**

Chief Executive Officer (CEO)

Malaysia External Trade Development Corporation

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EFM is an exclusive quarterly e-magazine, showcasing world-class Malaysian services and quality products. It is a reference for global partners and buyers who seek to extend their sourcing needs, thus elevating their business potential.

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## DEDICATED MANUFACTURER OF RAPID DIAGNOSTIC TEST KITS

**AccoBiotech develops fast, reliable and cost-effective diagnostics kits for infectious diseases, drug abuse tests and women's health.**

**AccoBiotech** is a medical diagnostics development company, based in Johor Bahru, Malaysia. The firm came together in 2010, and has been on a 10-year trajectory to a leadership position in the manufacturing of devices for clinical testing and analytics.

Presently, AccoBiotech develops and markets point-of-care medical test kits to aid in the detection of infectious diseases and other conditions.

### **WORLD CLASS MANUFACTURING FACILITIES: A HIGHEST QUALITY PRODUCT LINE**

Design and manufacture activities are carried out at AccoBiotech's state-of-

the-art production plant in Masai, an area in the Pasir Gudang District of Johor Bahru, located about 340 km south of Kuala Lumpur. A 38,000 sq ft laboratory and factory complex, the first and only full-fledged Rapid Diagnostic Test (RDT) manufacturing site in Malaysia, is located on a one-acre campus and equipped for research and development, product fabrication and packaging. Production capacity is rated at 38,000 kits per day.

AccoBiotech test kits are designed to meet the performance parameters important to practitioners in hospitals, clinics, diagnostic centres, public health teams or managed care settings. Specificity and sensitivity are rated 95% to 100%, with high validity test results. Stability is also high, with shelf-life of 2 years, and tests are designed for rapid admission (10-20 minutes assay time).

With proven precision and reliability, AccoBiotech Rapid Test Kits are available for screening a wide range of medical conditions including Hepatitis C, Dengue, HIV, *H. pylori*, pregnancy and others.



**Immunochromatographic Assay Kit  
for detecting COVID-19**



**Accurate, easy to use, results in 15 Minutes**

## LEADING THE WAY IN COVID-19 DIAGNOSTICS

The outbreak of the coronavirus disease (COVID-19) saw the urgent need for quick and accurate identification methods of infected patients and asymptomatic carriers. This is to prevent virus transmission and assure timely treatment.

**ACCO COVID-19 Ag** is an immunochromatographic assay kit for the qualitative detection of SARS CoV-2 antigen in nasopharyngeal and oropharyngeal swabs from patients with signs and symptoms of COVID-19. Easy to use, the test kit offers good accuracy at early stages of infection and rapid results within about 20 minutes.

AccoBiotech has also developed a rapid and simple point-of-care testing kit to identify the SARS-CoV-2 virus in human blood within 15 minutes. The **ACCO COVID-19 IgM/IgG** device is a chromatographic immunoassay kit for the rapid and differential detection of Immunoglobulin M (IgM) and Immunoglobulin G (IgG) against

COVID-19 from serum, plasma and whole blood specimens. Fast, procedurally straightforward, safe and accurate, this test kit represents a valued asset in the diagnostic arsenal.

## ACCOBIOTECH: "CUSTOMER SERVICE IS OUR MISSION"

Focused intently on its vision of emerging as the Best Rapid Test Manufacturer in the world, AccoBiotech strives to combine excellent product quality with unbeatable customer service. Its highly professional team, whether in the laboratory, production plant, field or management offices, share the same foresight, passion for innovation and dedication that has led AccoBiotech to excel in fulfilling customer needs.

With partnerships based on trust and standards compliance, AccoBiotech is positioned to access the medical device marketplace throughout Europe, the Middle East and Southeast Asia.



## ACHIEVEMENTS & CERTIFICATIONS

- ▶ "Pioneer Status: Medical Devices" – MIDA (Malaysia)
- ▶ Bio-economy Transformation Programme – MOSTI (Malaysia)
- ▶ Manufacturer Approval – MDA (Malaysia)
- ▶ Manufacturing License (Diagnostic Test Kits) – MITI (Malaysia)
- ▶ CE Certificate – Obelis-European Authorised Representative Centre
- ▶ ISO 13485:2016 – CCI(M)
- ▶ GMP – LRQA
- ▶ Patent/Trademark – USPTO



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# REMARKABLE ACHIEVEMENTS & INTERNATIONAL ACCEPTANCE



**Patience, perseverance and high commitment to quality have propelled Ain Medicare Sdn Bhd (AMSB) to a position of prominence as a manufacturer of sterile and non-sterile pharmaceutical products.**



**A diverse range of quality pharmaceutical and medical devices products**

**Emerging** from modest beginnings in Malaysia's northeastern coastal state of Kelantan, Ain Medicare's journey has been one of steady growth from 1994 onward. By choosing the right strategic priorities – quality assurance, staff development, corporate citizenship and a global focus – the company has matured into an industry leader with four major manufacturing operations in the city of Kota Bharu and a sizable production plant and warehouse in nearby Kulim, Kedah.

The flagship physical plant in Kota Bharu, a multi-million-dollar pharmaceutical complex, was opened in

1997 and is fully equipped with advanced manufacturing facilities, chemical and microbiological laboratories, warehouses and an administrative centre.

## TRUSTED PRODUCTS

Ain Medicare manufactures intravenous infusions, antimicrobial infusions, small volume injections, irrigation solutions, antiseptic preparations, nebuliser solutions, hemodialysis concentrates, peritoneal dialysis solutions and over-the-counter items.

The products are used by private, public and non-profit healthcare providers in Malaysia and around the globe. An important component of the Ain Medicare mission has been to prioritise the development and promotion of halal pharmaceutical products to expanding markets not only in Malaysia but worldwide.

Today, the path is paved for the company to move into uncharted market niches, diversifying into the testing of water purification systems and membrane performance through reverse osmosis, and pharmaceutical product analytics.

## PEOPLE AND PARTNERSHIPS: ESSENTIAL ELEMENTS FOR SUCCESS

At Ain Medicare, the backbone of the organisation is its people – the 1,100 innovative and experienced professionals who form the company's human capital. Systematic training and competency enhancement are means to unlock untapped talent, create team cohesion and refine employee experience.

Ain Medicare is also well-known for its strong inter-organisational



relationships with the Government of Malaysia, standards certification entities and professional bodies. Through international strategic partnerships, the company maintains efficient, reliable supply chain systems through its network of local, regional and global distributors.

### CARING BEYOND BORDERS

Products carrying the Ain Medicare brand are used with confidence by millions of satisfied consumers around the world. In addition to Malaysia, the current global market presence includes Brunei Darussalam, Cambodia, Fiji, Myanmar, Oman, Papua New Guinea, New Zealand, Pakistan, Philippines, Saudi Arabia, Samoa Islands, Singapore, Sri Lanka, Sudan, and others.

A compassionate global corporate citizen, Ain Medicare has been ever ready to offer aid, in the form of donated products and services, during international disaster relief efforts such as earthquakes in Nepal (2015), as humanitarian response in Gaza, Palestine and with Rohingya refugee communities.

On a pace with its exponential corporate growth, Ain Medicare has seen its reputation expand as a leading provider of quality healthcare products.

With its expanding product line, both domestically and abroad, the company has established itself as a dependable and responsive supplier, excellent partner and innovative force within the industry.



### CERTIFICATIONS

- ▶ cGMP – NPRA
- ▶ Local MDA Establishment Licence
- ▶ EN ISO 13485:2016 – TÜV SÜD
- ▶ ISO 9001:2015 – DNV GL, UK Limited
- ▶ ISO 14001:2015 – DNV GL, Australia
- ▶ MS ISO/IEC 17025:2005 – DSM (Malaysia)
- ▶ MS 2424:2012 Halal Pharmaceuticals – JAKIM (Malaysia)
- ▶ Foreign GMP Certification – Gulf Central Committee for Drug Certification (GCC-DR)



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# SUPERIOR HERBAL HEALTH PRODUCTS



Biotropics diverse health products



**Biotropics brings together Malaysia's biodiversity and health traditions, applying state-of-the-art science and innovation to develop quality natural products for vigour, well-being and excellent physical conditioning.**

**Biotropics** is involved in both upstream and downstream activities throughout the herbal value chain – offering extraction services, premium standardised herbal extracts as ingredients or market-ready finished products (OEM).

From its inception in February 2007, Biotropics Malaysia Berhad has rapidly ascended to a leadership role in the herbal medicinal industry, leveraging on its research, development and commercialisation of Malaysia's rich bio-resources as premium natural health products.

Application areas include dietary supplements, functional food & beverage as well as nutraceutical and cosmeceutical preparations.

## PHYSTA® : MEDICINAL BENEFITS FROM TONGKAT ALI PLANT

Tongkat Ali (*Eurycoma longifolia*) is a shrubby flowering evergreen tree, native to Southeast Asia, with a long history as a healing agent.

Top scientists from Malaysia and the Massachusetts Institute of Technology (MIT) drew on this indigenous and local knowledge to conduct over two decades of research into the medicinal qualities of Tongkat Ali. This international collaboration led to the development of Physta®, Biotropics' patented water-soluble extract derived from Malaysian *E. longifolia* roots.

**Physta®** is available as the active ingredient in Nu-Prep® Lelaki and Wanita, Biotropics Men's Formula, and is also marketed as an ingredient under the name LJ-100® in the USA. It is also an ingredient in hundreds of functional food and beverage products, sports supplements, tonics, skin-care applications, men's health and nutraceuticals, produced by leading brands like Swanson, Now Foods, Irwin Naturals, Fancl and many more.

Physta® is sold in over 35 countries, including Canada, China, Hong Kong, Japan, Russia, Singapore and throughout Southeast Asia and the Middle East. Plans are progressing to expand into European markets pending pre-marketing assessment under the EU Novel Food Regulation.

## INSPIRED BY TRADITIONAL KNOWLEDGE, PROVEN BY SCIENCE

While many herbal extracts are popularised from traditional knowledge and borrowed sciences, Biotropics offers a verified scientific approach to ensure all its extracts are standardised according to industry standards and validates their safety and efficacy through clinical trials.

Other Biotropics products reflect the same quality, efficacy and long cultural



**Rigorous scientific trials and standards compliance**

history. BioKesum®, derived from the Kesum or Vietnamese Coriander plant or commonly referred to as Malaysian “laksa leaf” (*Polygonum minus @ Persicaria minor*) is a herbal extract clinically proven helpful for memory enhancement, relief of inflammation and as an anti-ageing preparation. It is self-affirmed GRAS (Generally Recognised as Safe) in the United States and is marketed for cognitive benefits and brain health.

Ready-to-markets finished products (OEM supplements and F&B) are also available as stand-alone single preparation of premium extracts or a combination of selected standardised extracts to cater to various health concerns.

### ADVANCING PRODUCTION TECHNOLOGY

Biotropics’ commitment to food safety and product quality has been widely acclaimed. As an Anchor company under Malaysia’s Economic Area for Herbal Development, Biotropics is entrusted with the development of high-value Tongkat Ali extracts and finished nutraceutical goods. This involves a commitment to testing and clinical trials necessary for the substantiation of claims and for regulatory compliance necessary for competition in the global market.

As a member of the American Botanical Council, Biotropics has proudly adopted the Tongkat Ali and the Kesum plants under the *Adopt-a-Herb* programme and maintains those sections of the Herbmepro database. It recently joined the Council’s non-profit Sustainable Herbs Program to promote Best Practices in the herbal products industry.

### BIOTROPICS: “WE SHARE, WE PRODUCE, WE OFFER”

Biotropics is on a cycle of continuous development and improvement of high-value herbal solutions to meet proprietary and service contract manufacturing outputs.



### CERTIFICATIONS

#### ACCREDITATIONS & RECOGNITION

- ▶ ISO 22000:2005 – LRQA
- ▶ HACCP – LRQA
- ▶ MS 2409:2011 – SIRIM (Malaysia)
- ▶ Self Affirmed GRAS (Generally Recognised as Safe)
- ▶ GMP – LRQA, NPRA Malaysia
- ▶ EIR – US-FDA (2012)
- ▶ HALAL Certificate – JAKIM (Malaysia)
- ▶ Kosher – BIR (UK)



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# DISPO-MED: MALAYSIAN SPECIALIST IN CAPNOGRAPHY PRODUCTS



CapnoMask O<sub>2</sub>+CO<sub>2</sub> Sampling Mask

**Capnography** is synonymous with patient safety and the capnograph is an indispensable component of standard anaesthesia and intensive care monitoring procedures. It works by sampling exhaled air through small tubes or the nasal cannula and analysing the amount of CO<sub>2</sub> which is then reflected as waveforms and numbers.

It is crucial to determine changes in ventilation or respiratory depression and further measures oxygen levels in the blood. This would allow immediate remedial actions before any irreversible damage is done to the brain due to hypoxia.

Because of these inherent advantages, the use of capnography has extended from just being used in the operating theatres. It is now a mainstay at emergency rooms, endoscopic suites, x-ray rooms, and even on-site emergency and trauma fields.

## MALAYSIAN CANNULA SPECIALIST

Dispo-Med (Malaysia) Sdn Bhd was established in 1997 and specialises in

Dispo-Med is the leading manufacturer of EtCO<sub>2</sub> Cannula, with the widest and most comprehensive range of design.



Today, Dispo-Med products are exported worldwide

Dipping Technology, with a deep focus on capnography products. Dispo-Med is a leading manufacturer of EtCO<sub>2</sub> Cannula, with the broadest and most comprehensive range of design.

End Tidal CO<sub>2</sub> Cannula (EtCO<sub>2</sub>) delivers oxygen while capturing an end-tidal gas sample, even with simultaneous insufflation of oxygen. The cannula is designed to help lessen attenuation of the end-tidal sample by oxygen dilution.

### RAPID GROWTH

Dispo-Med is growing year by year, expanding into one of the largest EtCO<sub>2</sub> cannula suppliers all around the world today. Dispo-Med products are exported worldwide, including USA, China, Middle East, Australia and Europe.

The company has also garnered investment from MTDC (Malaysian Technology Development Corporation), a subsidiary of Malaysia's government agency – helping Dispo-Med to expand its global footprint further.

Some of the company's medical product lines include:

### CAPNOGRAPHY

- ▶ Single Port Emergency Nasal CO<sub>2</sub> Cannula
- ▶ Duo Flow O<sub>2</sub>+CO<sub>2</sub> Sampling Cannula
- ▶ Nasal CO<sub>2</sub> Sampling Cannula
- ▶ Lo-Flo Nasal/Oral CO<sub>2</sub> Sampling Cannula

### OXYGEN THERAPY

- ▶ Single Port O<sub>2</sub> Nasal Cannula
- ▶ Oxygen Nasal Cannula-Dip Prong
- ▶ Nasal Prong Only
- ▶ Infant Therapy Nasal Cannula

### ANAESTHESIA

- ▶ Corrugated Anaesthetic Breathing Circuits
- ▶ Paediatric Anaesthetic Breathing Circuits
- ▶ Corrugated Breathing Circuits (Disposable)

- ▶ Paediatric Breathing Circuits (Disposable)

### RESPIRATORY / AIRWAY

- ▶ Nasopharyngeal Airways
- ▶ Robertazzi Design Nasopharyngeal Airway
- ▶ Adjustable Flange Nasopharyngeal Airway
- ▶ Bougie Standard ET Tube Introducers

The company is fully committed to the design and development of quality capnography products in a bid to improve patient care.



### ACHIEVEMENTS & CERTIFICATIONS

- ▶ Malaysia SME Competitiveness (rated 4-star)
- ▶ National Mark of Malaysia Brand (2017 Recipient)
- ▶ ISO13485:2016
- ▶ US FDA 510K

## DISPO-MED®

#### DISPO-MED (MALAYSIA) SDN BHD

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All products manufactured by Duopharma Biotech are halal

## SMARTER SOLUTIONS FOR A HEALTHIER LIFE



**Duopharma Biotech, one of Malaysia's leading pharmaceutical companies, manufactures quality and halal-certified pharmaceutical products.**

**Beyond** making the right choices about diet, exercise, and adequate sleep – supporting the immune system through supplements has shown to help people defend against many health threats.

The search for staying our healthiest is ever-growing. More people are looking to product manufacturers to create supplement products that can help them be well and stay well, particularly by boosting their immune system.

### ENTER DUOPHARMA

Malaysian company Duopharma Biotech

Group is striving to produce health products of global standards for people all around the world.

Duopharma Biotech Group began with the establishment of Duopharma (M) Sendirian Berhad in 1979. Duopharma Biotech was incorporated in 2000 and is today one of Malaysia's leading pharmaceutical companies listed on the Main Market of Bursa Malaysia Berhad.

Duopharma Biotech has core competencies in the pharmaceutical industry inclusive of Manufacturing, Research & Development and Commercialisation & Marketing.

Headquartered in Kuala Lumpur, Malaysia, Duopharma Biotech owns and operates three Malaysian manufacturing plants in Klang, Bangi and Glenmarie, Selangor. Duopharma Biotech also has subsidiary companies in the Philippines and Singapore. A subsidiary of Duopharma Biotech Berhad has a representative office in Jakarta, Indonesia.

## WINNING PRODUCTS

Over the years, the company have marketed over 300 generic drugs include Omesec and Prelica as well as consumer healthcare products including Champs, Flavettes, Proviton and Uphamol.

These products are well-recognised and accepted by consumers in Malaysia, regionally and also globally.

In Malaysia, Duopharma is a market leader in Vitamin C products via the Flavettes and Champs brands.

## ENTERING HALAL MARKET

Furthermore, the pharma outfit is continuing to expand its halal portfolio to distinguish itself from its competitors.

Its motivation in the halal pharmaceutical segment is driven by the vast business potential it presents. It also provides discerning consumers with peace of mind, knowing they can obtain quality, halal-certified medication.

The company has also achieved MS2424:2019, the first halal pharmaceutical standard in the world – strengthening its position as the industry leader in the halal space. All products manufactured by Duopharma Biotech are halal.

Besides, the halal certification from the Korean Muslim Federation for its Erysaa drug (biosimilar erythropoietin) marks a significant milestone for the company. It is the first biosimilar drug to receive halal certification anywhere in the world.

## FUTURE PLANS

Biotech aspires to be one of the largest regional players in South East Asia with a solid presence in international markets. The company continues to implement the strategy for growth in the space of niche biosimilars, regenerative therapeutics, speciality range of products – underpinned with halal certification as its differentiator.

The company is also working on a pipeline of products that will address various prevalent therapeutic conditions



and will enable it to continue in providing good treatment options.

Furthermore, Duopharma Biotech has started to embark on the use of digital applications and tools to complement its therapeutics, especially in the speciality ethical products.



## ACHIEVEMENTS & CERTIFICATIONS

- ▶ Member of the FTSE4Good Bursa Malaysia Index (2020)
- ▶ Five Petals Gold Ethic Award from the Business Ethics Institute of Malaysia (2020)
- ▶ Malaysia Pharmaceutical Company of The Year by Frost & Sullivan (2016, 2015-2018)
- ▶ Malaysia Halal Pharmaceutical Company of The Year by Frost & Sullivan (2017-2019)
- ▶ Best Companies for work for in Asia by HR Asia (2016-2019)
- ▶ ISO 37001 Anti-Bribery Management System Certification



**DUOPHARMA**

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# INNOVATING DISPOSABLE MEDICAL DEVICES



**Epsilon Medical Devices is a one-stop OEM solution provider for quality disposable medical devices and components.**

**Epsilon Medical Devices (EMD)** was established in 2007 and is a prominent manufacturer of quality disposable medical devices and components based in Malaysia. The company provides one-stop OEM solutions for well-known medical clients around the world.

Its services include product development, tool fabrication, validation & qualification, mass production, secondary process, assembly and logistic solutions.

EMD's main products are high-quality medical grade plastic devices manufactured by injection moulding, extrusion and dip forming.

The company also produces its own products and is currently applying CE marking for coated catheters and have FDA registration established for its premises.

Some of the companies' products include coated catheter, laryngoscope blade, Surgical 3 ply face mask 98% BFE and nasal cannula.

## CONTRACT MANUFACTURING & OEM

The company is equipped with cutting edge machinery and facilities for a large variety of manufacturing processes. It possesses multiple injection machines with robotic arms, dip forming machines, form fill seal packaging machines and blown film extrusion machines for efficient and reliable large-scale manufacturing.

EMD's products are assembled in the control room and Class 100,000 clean rooms, which are regularly maintained to ensure quality.

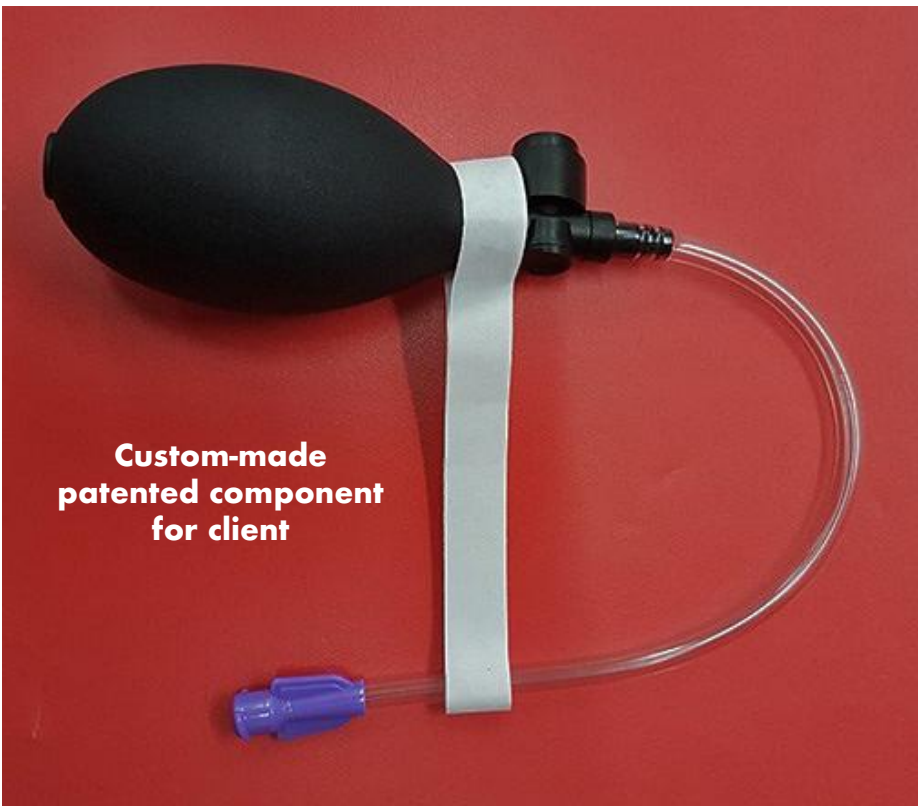
Every customer has different needs, so its machines are able to customise the product to suit their requirements with precision.

EMD also provides assembly and logistic solutions to make sure that the final product is received at the desired location and are complete and ready to use.





Factory Building in Kamunting Perak, Malaysia



Custom-made  
patented component  
for client

## RESEARCH & DEVELOPMENT

EMD's Research and Development team can assist OEM clients in designing their product – right from conceptualisation through prototyping to full-scale production.

To ensure success, the company will collaborate from the early stages to achieve a high-quality and cost-effective product to help boost clients' profitability.

With its vast experience and expertise in the medical devices industry, the company can also provide useful insights from choosing the right materials and advise on the production costs to help improve the client's product.

## FUTURE PLANS

The company's aspirations in the near future are to introduce more quality products to the medical devices market globally. Some products in the pipeline include the Hydrophilic coated Intermittent catheters, Lotus Latex Catheter, Lotus Silicone Catheter, and Suction Tube in 2021.

Its long-term goal is to transform its business to be a pure-play finished goods manufacturer.



## CERTIFICATIONS

- ▶ FDA Registered (10061247)
- ▶ ISO13485:2016 & ISO9001:2015
- ▶ Medical Device Authority (MDA Malaysia):  
Manufacturing License
- ▶ MDA: Face mask & Laryngoscope



**EPSILON MEDICAL DEVICES**

### EPSILON MEDICAL DEVICES SDN BHD

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# AN EMERGING GLOBAL PRESENCE

**Offering superior quality products and services with an extremely competitive pricing structure, Ideal Health Care is poised to assert itself as a global leader in the field of disposable medical products.**



**Ideal Health Care Sdn Bhd** is located in Sungai Petani, Kedah along Malaysia's northwestern coast. Since its inception in 1999, it has emerged as a fast-growing manufacturer of disposable medical and health care products for hospitals, distributors and retailers. Ideal Health Care's wide-ranging product line includes medical disposables for urology, anaesthesia, infusion/transfusion therapy sets, respiratory care, procedure sets and gastroenterology.

Aiming to be a one-stop centre for hospitals, health care centres, clinics and pharmacies, Ideal Health Care has already established itself as a market leader in Malaysia. With its philosophy of continuous process and product improvement, it is poised to assume

a growing presence among medical product manufacturers regionally and globally.

## **WIDELY ACCEPTED & TRUSTED PRODUCT LINE**

With a major production facility and an R&D-focused Centre of Excellence in Sungai Petani, Ideal Health Care is recognised as a supplier of best-quality catheters for infusion and transfusion, Foley catheters, endotracheal and tracheostomy tubes and other high-demand items for the hospital, clinical or patient homecare environments.

The company is also a leading manufacturer and supplier of laboratory, surgical and dental equipment, recognised by the Malaysian Ministry of Health and the Ministry of Finance as credentialed to supply its entire spectrum of products to hospitals and clinics nationally and regionally.

## **CORPORATE CITIZENSHIP DURING GLOBAL CORONAVIRUS CRISIS**

With the outbreak of the SARS-CoV-2 virus in early 2020, demand for items to manage the pandemic spread and treatment protocols skyrocketed worldwide. Ideal Health Care responded with a range of high-quality, low-priced PPE for frontline medical professionals, including face shields, isolation goggles, shoe covers, and full-suit sterile coveralls. 3-ply surgical face masks (tie back and earloop) for adults and children are also offered.

Oxygen masks, nebuliser masks with chamber and tubing, nasal oxygen cannula devices, a manual resuscitator and other respiratory care items are now available to meet the highest quality specifications and expedited supply requirements. Hand sanitiser,

alcohol swab, and disposable 3-ply surgical face mask are in high need for medical and non-medical settings alike.

### GLOBAL MARKET EXPANSION

Since 2003, Ideal Health Care has focused on steady yearly growth of its international exports, predominantly ISO-certified disposable products marketed under its own *IDEALCARE*® label.

Products are now shipped to more than 25 countries across Southeast Asia, the Middle East and Oceania including Brunei Darussalam, Indonesia, the Philippines, Singapore, Thailand, South Africa, Jordan, Kuwait, Egypt, Australia and New Zealand. With certification to the CE standard for good manufacturing practice several years ago, market entry into the European Union, Russia, Japan and the United States has been underway.

Ideal Health Care aspires to establish more manufacturing in the safety

product category and to complete international market expansion plans, leveraging on excellent quality and competitive pricing.

### COMMITMENT TO QUALITY

At the core of the Ideal Health Care Group of Companies Mission statement is its commitment to meeting and exceeding customers' expectations, complying with regulatory requirements and maintaining the effectiveness of its Quality Management System. This is the philosophy that propels the company's aspiration to become a supplier of world-class medical products and services, not just within Southeast Asia but to markets everywhere.

### Disposable Intravenous Catheter



### ACHIEVEMENTS

- ▶ Champion, Enterprise 50 (E50) 2018/2019 Award
- ▶ Winner for Anugerah Kecemerlangan Industri (AKI) 2018 (Category 1)
- ▶ 2018 Federation of Malaysian Manufacturers (FMM) Icon Award
- ▶ MATRADE Export Award (Bumiputera Export Category), 2017 and 2018

**IDEALCARE®**  
.....the quality you can trust

#### IDEAL HEALTH CARE SDN BHD

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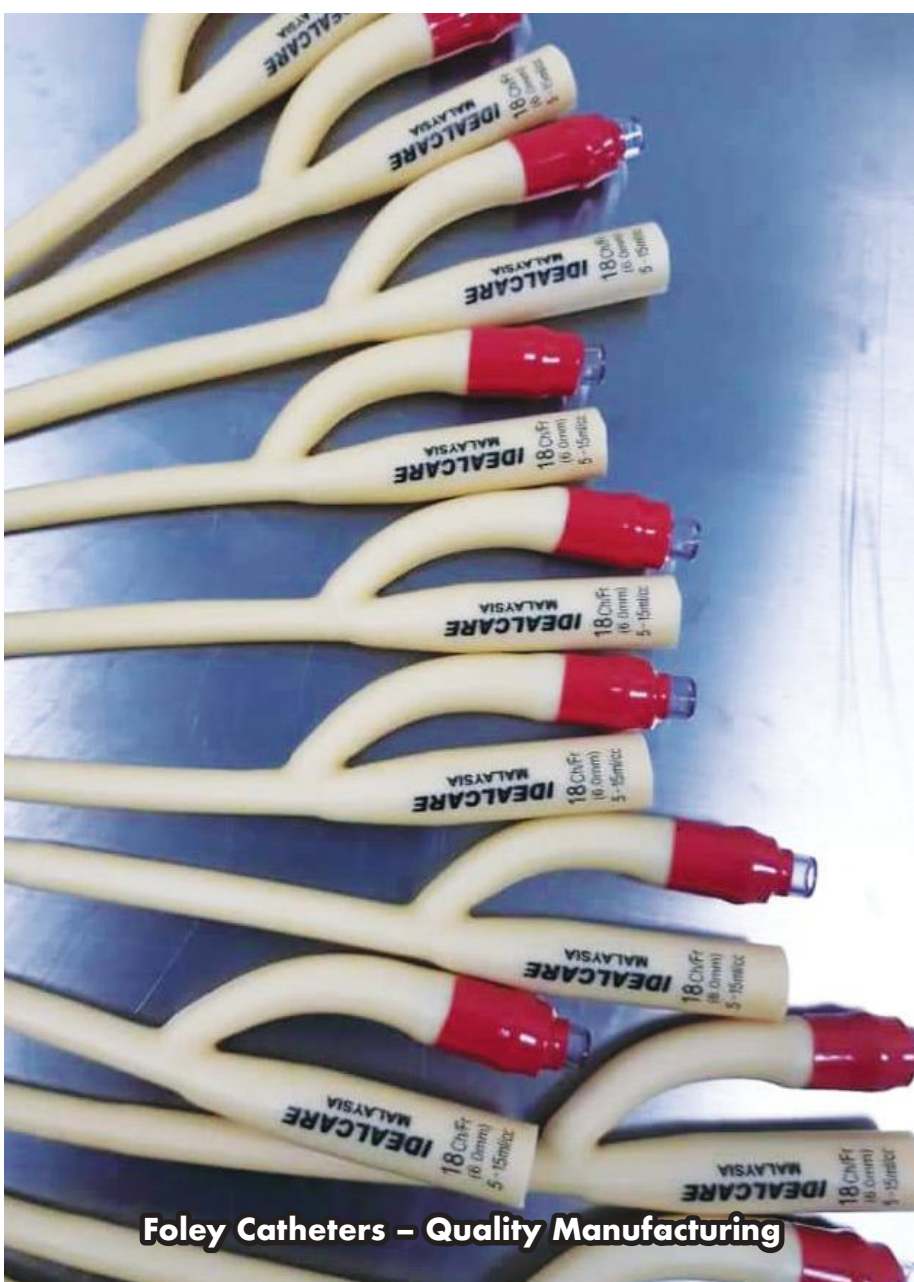
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Foley Catheters – Quality Manufacturing

# EVERYONE DESERVES A HEALTHIER TOMORROW



**Appeton Product Line: Safe, Dependable, Quality**

With familiar, trusted brands like Appeton, Axcel and Vaxcel, Malaysia manufacturer, Kotra Pharma embraces its goal of enhancing wellbeing at every stage of life.

**From** a small family business marketing traditional Chinese medicine some 38 years ago, Kotra Pharma has grown into a powerful force in pharmaceutical manufacturing and currently distributes to over 30 countries. With widespread brand awareness and well-earned trust in its products, the company has found its way into the homes of thousands of families.

Kotra Pharma settled its base of operations at the Cheng Industrial Estate in the City of Melaka, about 145 km south of Kuala Lumpur. The company launched a massive facilities expansion in 2010, investing over USD50 million in a modern manufacturing and research complex – the Kotra Pharma Technology Centre

– which was fully operational by 2013. The facility was awarded the Industry Excellence Award in 2012 by the National Pharmaceutical Regulatory Agency (NPRA). Today, Kotra Pharma products are distributed in over 30 countries.

## HEALTH FOR LIFE: THE APPETON PRODUCT LINE

One of Kotra Pharma's earliest and most successful brands is Appeton, a product line of 21 different healthcare nutraceuticals. Appeton offers consumers safe, high-quality supplements for all life stages, including expectant mothers, children, working adults and seniors. Appeton has been certified as halal since 2009.

Products marketed under the Appeton brand include:

- ▶ **Appeton Multivitamin Lysine** – helps to improve appetite and digestion for overall healthy growth;
- ▶ **Appeton Essentials Folic Acid** – supports the healthy development of the unborn child from the moment of conception;

- ▶ **Appeton Weight Gain** – for safe, healthy weight gain;
- ▶ **Appeton Wellness 60+** – the first clinically proven food product for seniors, to improve nutritional status in the elderly;
- ▶ **Appeton Appekidz** – a growing-up formula for children above one year of age, enhancing the immune system and neurological development

## FLAGSHIP PRESCRIPTION DRUGS & INNOVATIVE MEDICAL DEVICES

Kotra Pharma also manufactures prescribed products under the AXCEL and VAXCEL brands. AXCEL was launched in 1997 and includes speciality products for paediatric care, anti-infective treatment and dermatological conditions.

The VAXCEL line was launched in 2002, and consists of sterile injectable antibiotics, eye drops and gel for the treatment or prevention of different medical ailments. Examples are:

- ▶ **VAXCEL Heparin Sodium** – an anti-coagulant used to prevent harmful clots from forming in blood vessels;
- ▶ **VAXCEL Ceftriaxone** – used to treat bacterial infections in many parts of the body, and for pre-surgical administration to prevent infection.

Pioneering the first production of Pre-filled Syringe (PFS) and Metered Dosage Inhaler (MDI) devices in Malaysia, Kotra Pharma's R&D arm is constantly focused on new product innovation, market feasibility assessment and, reportedly rare for an Asian pharmaceutical company, conducting clinical trials.

## A DIGITAL MARKETING LEADER

In 2017, in line with corporate digitalisation strategy, Kotra Pharma marketing units established **BigLink**, a mobile phone-based card-less loyalty programme that allows participants

to collect points ("eRM") digitally. The application is available for free on Google Play and the App Store. Users are able to earn eRM points each time purchase of Appeton products is made from a retail store. Accumulated points can be then redeemed for rewards, gifts or cash rebates.



## ACHIEVEMENTS & CERTIFICATIONS

- ▶ 2019: Annual Awards (The Edge Centurion Club)
  1. Highest Return on Equity Over 3 Years;
  2. Highest Growth in Profit After Tax Over 3 Years;
  3. Highest Return to Shareholders Over 3 Years
- ▶ 2019: Most Voted Brand / General Health Category – Appeton (20th Annual Guardian MVB Awards)
- ▶ 2017: Anugerah Majikan Terbaik [Best Employer Award, State of Melaka] – Kumpulan Wang Simpanan Pekerja [Employees' Provident Fund]
- ▶ 2011 & 2014: Best Practices Award – "Malaysian Pharmaceutical Company of the Year" Generic Drug Category (Frost & Sullivan)
- ▶ ISO 9001:2000 – UKAS
- ▶ MS 2424:2012 (halal pharmaceuticals) – JAKIM



**KOTRA PHARMA**

**KOTRA PHARMA (M) SDN BHD**

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# “IT MAKES SENSE TO LISTEN”



**BA9000 Hospital ICU/CCU Electrical Bed**

in strict compliance with international standards and have been approved for market access locally and around the world.

LKL’s four production plants in Seri Kembangan are equipped with the latest manufacturing technology, including automated robotic welding, CAD software applications for 2D and 3D product design, and CNC machining. At each step in the product innovation process, its team of design professionals engages in extensive consultation, listening carefully to medical personnel and the public alike. It is this philosophy of continuous improvement – based on “putting customers as our top priority” – that has propelled LKL to exceed industry benchmarks for quality, efficiency and customer satisfaction.

**A wholly-owned subsidiary of LKL International Healthcare, LKL Advance Metaltech Sdn Bhd specialises in the production of hospital beds and furniture, adhering to the philosophy of needs-based design and customer consultation.**

**LKL Advance Metaltech Sdn Bhd (LKL)** is principally involved in the provision of medical/healthcare beds, medical equipment, composite dressings, peripherals and accessories. Located in Seri Kembangan, Selangor about 23 km south of Kuala Lumpur City Centre, its diverse range of products are used by hospitals, medical centres, medical clinics, specialist institutions and home healthcare.

Design excellence, dependable quality and reliable after-sales maintenance are hallmarks of LKL’s manufactured products, with a 27-year history of relationship-building with public and private hospitals throughout Malaysia. Manufacturing processes are

## **SAFE & COMFORTABLE HEALTHCARE**

LKL Advance Metaltech is widely recognised for its fabrication of hospital furniture made to be safe and comfortable. Manufactured from fine materials sourced globally, its extensive portfolio of high-quality, competitively priced hospital beds are valued for their high usability and durability.

One example is the **BA9000 Hospital ICU/CCU Electrical Bed**. The best-value option for intensive care and cardiac care purposes, this unit features a steel bed frame with epoxy coating, dual quick CPR release levers to flatten the backrest and a Linak DC-actuator electrical system. Detachable headboard and footboard assemblies allow easy cleaning and reduced risk of infection.



**Wisma LKL, Seri Kembangan, Selangor**

Another is the **BA7001 Hospital Homecare Electrical Bed**. This bed, designed and manufactured for comfort and quality, provides the best solution for home care support of bedridden patients. Features are designed to ease caregiver access and control of bed position.

### DIVERSIFIED PRODUCT RANGE

LKL Advance Metaltech also manufactures a range of furniture items and accessories for hospital and clinic settings, including accident/emergency (A&E) patient transport trolleys, bedpans and metal receptacles, curtain rods and tracks, examination tables, hospital delivery room beds, instrument carts and trolleys, nursery equipment, patient room furniture, medical chairs and others.

Dynafix-Plus is LKL's in-house brand of composite dressing products, distributed by B. Braun Medical Supplies Sdn Bhd, and includes IV and wound dressings, disposable probe covers and retention tape.

Effective March 2019, LKL International Bhd entered into a distribution agreement with BenQ of Taiwan, adding surgical lights, ultrasound systems and operating tables to its active catalogue of products.

Today, LKL brand and products are widely used not just locally, but also overseas, reaching a milestone of 50 countries across 6 continents.

### ADVANCING IN THE BATTLE AGAINST COVID-19

With the onset of the SARS-CoV-2

pandemic in early 2020, soaring hospitalisations created an urgent worldwide need for medical furniture and equipment. LKL ramped up production immediately in response to urgent orders from several of the hardest-hit countries.

Closer to home, LKL supplied RM13.5M (USD 3.3M) worth of PPE to the Sarawak State Health Department for onward distribution to public hospitals and frontline medical workers.



### ACHIEVEMENTS & CERTIFICATIONS

- ▶ 2011: Golden Bull Award
- ▶ 2011: SME Best Brands in the Asia Pacific (Brand Laureate)
- ▶ 2007: MPC Productivity Award
- ▶ 2007: Platinum Award (MMEBA)
- ▶ 2007: Gold Award – Corporate Branding – Export Market (MMEBA)
- ▶ 2007: Woman Entrepreneur of the Year (SME Recognition Awards, Malaysia)
- ▶ ISO 9001:2015
- ▶ EN ISO 13485:2016
- ▶ CE Mark
- ▶ Registration and Listing with United States Food & Drug Administration (USFDA)



#### LKL ADVANCE METALTECH

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# TOWARDS A HEALTHY & CARING SOCIETY



**Medidata manufactures high quality medical disposable products, distribute pharmaceutical products and provides IT solutions.**



**Medidata Sdn Bhd** was founded 43 years ago as a tendering agent for various pharmaceutical healthcare products. In 1984, as a result of the Information Technology revolution, Medidata diversified its operations by adding on IT solutions to its business portfolio.

At the turn of the millennium, the company ventured into manufacturing activities by setting up a production plant to produce high quality medical disposable products.

## SETTING SIGHTS ON BIGGER THINGS

Today, Medidata has evolved into a more

significant entity with global aspirations by further expanding its business activities of manufacturing high quality medical disposable products, distributing pharmaceutical products, and providing IT solutions.

Medidata supplies medical disposable products to hospitals nationwide in Malaysia as well as exporting to countries such as Japan and Singapore. Also in the pipeline are efforts to penetrate global markets such as Korea, Indonesia, Australia, Saudi Arabia and many more since its product registrations in these countries are almost complete.

## SOLID PROCESSES IN PLACE

On the manufacturing front, all Medidata's medical disposable products are produced in line with processes that comply with international standards.

Also, all of the medical disposable products have been successfully registered with the Malaysian Medical Device Authority (MDA). The company also has the Good Distribution Practice (GDP) standard for its manufacturing activities as well as for the pharmaceutical business. Some of Medidata products include:



**Gauze/Absorbent**

**Surgipro Bandages**



the best available raw materials, its bandages are ready for use in a spectrum of fabrics suited for different needs. The bandages are also available with a distinctive water-repellent feature upon request. Meanwhile, Medidata's premium quality gauze absorbents are available in roll type.

Medidata never strays from its goal to develop a healthy and caring society. Its products and services do well to reflect that virtue.

## SYNTHETIC ORTHOPAEDIC CASTING TAPES

RN Cast is a superior quality Synthetic Orthopaedic Fiberglass / Polyester Casting Tape with excellent rigidity, marvellous adhesiveness between layers, extraordinary mouldability, fast-setting and less resin migration for fracture management treatment. Medidata offer six types of Synthetic Orthopaedic Casting Tapes with different kind of characteristics and in various colours to cater to the market requirements.



**RN Cast Synthetic Orthopaedic Casting Tapes**

## FACE MASKS & ALCOHOL PREP PADS

Surgipro Surgical Disposable Face Mask is a trusted quality Medical Disposable Face Mask with remarkable Bacterial Filtration Efficiency (BFE), Breathability, Particle Filtration Efficiency (PFE), Splash Resistance & Flammability results in accordance to either ASTM or EN14683 standards. In medical hygienic product segment, Medidata manufactures Alcohol Prep Pad which is available with 75% Ethanol Alcohol or 70% Isopropyl Alcohol in a 2-ply non-woven spunlace for cleaning and disinfecting.

## BANDAGES & GAUZE ABSORBENTS

The company's bandages use an award-winning formulation that offers extensive support with its hassle-free non-slipping properties and porous material for ultimate comfort. Using



## CERTIFICATIONS

- ▶ ISO 13485
- ▶ ISO 9001
- ▶ Good Manufacturing Practice for Medical Devices (adhering to Malaysian regulatory requirements)
- ▶ Good Distribution Practice for Medical Devices (adhering to Malaysian regulatory requirements)
- ▶ Products Registered with Malaysian Medical Device Authority (MDA)

# MEDIDATA

### MEDIDATA SDN BHD

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# MEETING GLOBAL DEMAND FOR HEALTHCARE SUPPLIES



**N.A.Z Medical Supplies provides medical essentials ranging from test tubes and glassware to PPEs, surgical masks and consumables.**



**VacuBlood® vacuum test tubes**

**Since** its inception, N.A.Z Medical Supplies Sdn Bhd remained committed to supplying a wide range of medical products to meet the needs of this ever-growing medical industry.

The company works closely with the customers in terms of product specification and timely deliveries – often going beyond expectations.

Its range of products includes medical disposables, labware, hospital equipment and the like.

## FORMIDABLE REPUTATION

Equipped with four certifications, namely ISO 9001, ISO 13485, ISO 14001 and Good Distribution Practice for Medical Device (GDPMD), the company has established exemplary working procedures, besides always striving towards continuous improvement.



**Nitrile Examination Glove (Powder-Free)**

Apart from that, in line with the Medical Device Act (Act 737) and Regulations commencement, N.A.Z is the first medical company that received the Establishment License in Malaysia.

The company also introduced its own IVD product and started the manufacturing of VacuBlood®, which is registered and certified in the use of the CE Mark.

## VACUBLOOD® PRODUCTS

VacuBlood® vacuum test tubes are used to transport and process blood for testing serum, plasma or whole blood in the clinical laboratory. According to required testings, VacuBlood® vacuum test tube can be divided into No Additive Tube (Plain Tube), Clot Activator Tube (Plain Tube), Clot Activator with Gel Tube (SSGT Tube), EDTA + NaF Tube (Glucose Tube), EDTA Tube (K2EDTA or K3EDTA Tube), K2EDTA with Gel Tube (EPGT Tube), Lithium Heparin with Gel Tube (PSGT Tube), Heparin Tube (Lithium Heparin or Sodium Heparin Tube), 3.8% Sodium Citrate Tube (ESR Tube) and 3.2% Sodium Citrate Tube (Coagulation Tube).



N.A.Z main office building in Selangor, Malaysia

DISPOSABLE GLOVES

The increasing use of disposable gloves in the healthcare sector for personal health safety has propelled the medical gloves market in recent times. Additionally, the outbreak of the COVID-19 pandemic and its emerging health threats has further hiked the demand for disposable medical gloves from both the general public and healthcare professionals, thereby boosting the market growth.

This phenomenon, coupled with the increasing adoption of disposable gloves by various end-user industries such as beauty and skincare, food and beverage industry, and others will also add impetus to the market in the coming years.

In this segment, N.A.Z markets premium latex examination gloves and premium nitrile examination gloves, which are powder-free. The gloves also contain polymer solution, biostat and ammonia for better performance.

FUTURE PLANS

Despite its admirable business credentials, N.A.Z continues to improve its standing globally. It aspires to market and export VacuBlood® to neighbouring ASEAN countries, the Middle East and other parts of the world. So far, the company has already started to penetrate the export market in several countries such as Indonesia, Thailand, the Philippines, Saudi Arabia and India.

Based on its survey, specifically, its VacuBlood® product is at least 4% to 25% lower in price than competitors in the local Malaysian market, comparing BD (USA), Puth (China), B. Braun (Germany) and Vacutainer (USA).



Premium Latex Examination Glove (Powdered)



CERTIFICATIONS

- ▶ ISO 13485:2016
- ▶ ISO 9001:2015
- ▶ ISO 14001:2015
- ▶ Good Distribution Practice for Medical Devices (adhering to Malaysian regulatory requirements)



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International manufacturing standards compliance

## MOULDING THE FUTURE



**Leading the way in niche manufacturing of plastic injection moulding products for medical applications, Selia-Tek Holdings carries its 35-year history of excellence with confidence, consistency and pride.**

**Established** in 1985, Selia-Tek Holdings Sdn Bhd (STHSB) started as a trading company supplying electrical and electronic products in both private and public sectors. With rapid growth in both capacity and market share, its subsidiaries have now established a stellar reputation as manufacturers, specialising in plastic-based products for the medical, power distribution and railway industries.

Over three decades of trading, production and assembly experience have led to the steady acceptance of Selia-Tek products within the local Malaysian medical market and also in countries such as Australia, Cambodia, Canada, Hong Kong, Netherlands, Nepal, the USA and others.

Selia-Tek Medical Sdn Bhd was founded in 2002 in response to a critical gap in the Southeast Asian market for disposable medical products. With strong support from the Malaysian Ministry of Health, Selia-Tek Medical established world-class production facilities for locally manufactured medical plastic-based disposables, made and packaged in a strict quality control environment for distribution to local hospitals across Malaysia and to international buyers.

Selia-Tek BioMedic Sdn Bhd was established in collaboration with the University Putra Malaysia (UPM) to conduct R&D activities for medical-related products. Through successful collaborations with university-based research teams at UPM and other leading institutes of higher learning, Selia-Tek has undertaken research, development and commercialisation of plastic devices for clinical use.

Another subsidiary, Selia-Tek Ventures Sdn Bhd, is the group marketing arm, charged with carrying out the extensive market research, new business development and high-level standards compliance that form the backbone of

the group's customer-centric approach to sales and after-care support.

### INNOVATIVE DESIGN FOR SAFETY

STHSB medical products include disposable syringes and needles (various sizes), plastic blood collection tubes (various types), safe removal and disposal devices for clinical blades and sharps, plastic IV catheters, injection stoppers and other specialised plastic injection moulding products.

Items are carefully designed to measurement specifications that meet the needs of medical practitioners and laboratory technologists. Usability innovation is a priority in the design of Selia-Tek's OEM products.

An example is STHSB's blade needle system, which combines needle counter instruments with a safe blade remover for the detachment and storage of used scalpel blades in a sterile field during surgeries. This world-first, single-handed scalpel blade disposal system prevents injuries commonly caused by removing blades with fingers, forceps or re-sheathing.

### MALAYSIAN TECHNOLOGICAL EXCELLENCE

STHSB's 10,000 sq metre manufacturing plant in Kota Damansara is in prime proximity to Kuala Lumpur City Centre



Plastic disposable blood collection tubes

and to air and seaport gateways. A modern, continuously-maintained facility with 20 injection moulding machines ensures uninterrupted production processes. The plant caters for medical product assembly processes, with Ethylene Oxide (ETO) sterilisation equipment, state-of-the-art clean-room environments and high-tech assembly.

### GLOBAL GROWTH OUTLOOK

Drawing on an excellent working relationship with Malaysian Government Ministries and Agencies, and a commitment to strategic alliances with partnering organisations around the world, Selia-Tek Holdings looks to cement its position as one of Malaysia's top manufacturers of specialised medical products. Plans are in place to penetrate new industries, through capacity growth, expanding international sales networks and enhancing brand awareness globally.



### ACHIEVEMENTS & CERTIFICATIONS

- ▶ Golden Bull Awards, Top 100
- ▶ Asia Pacific Entrepreneur Excellence Award – Best Product
- ▶ SME Corp Enterprise 50 Award
- ▶ SME 100 Award: Fast Moving Companies
- ▶ SME SCORE Rating: 4 Star
- ▶ MATRADE Bumiputra Entrepreneur Programme
- ▶ MPC Model Company for Development of Excellent Organisation
- ▶ CE
- ▶ ISO 9001:2015
- ▶ ISO 13485:2016



#### SELIA-TEK HOLDINGS SDN BHD

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# INNOVATIVE EXCELLENCE IN MEDICAL DEVICES



**Star Medik distributes high-end critical care machines including medical ventilators, and manufactures medical disposables exporting to over 20 countries globally.**

**Founded** in March 2005, Star Medik strives to position itself as a global market leader within the healthcare and medical industry. State-of-the-art research and production facilities specialise in providing products and know-how essential for Medical Care Pathway Management around the world. Star Medik complements its own product line by offering highest-quality ventilation devices and instrumentation through exclusive distribution agreements with Hamilton Medical (Switzerland) and others.

Transparency, trustworthiness, dependable delivery and demonstrated wisdom in all decisionmaking – these are the attributes that define Star Medik’s central aspirations, now and into the future.

**Ventilator: Hamilton Medical, distributed by Star Medik Sdn Bhd**



**Hümiflo Disposable Prefilled Bubble Humidifier**

## HÜMIFLO DISPOSABLE PRE-FILLED BUBBLE HUMIDIFIER

Hümiflo is a disposable pre-filled device used to moisturise breathing gases prior to delivery to the patient. Highly versatile, it is designed for use with oxygen concentrators, gas cylinders and wall outlets which supply patients via cannulas and face masks. Hümiflo is a sterile device indicated for single-patient usage.

Suitable for safe, effective use in hospitals, clinics, personal home-care and extended care facilities, Hümiflo is also highly recommended for hazard patients or isolation wards to facilitate the elimination of cross-contamination. It has proven beneficial in ensuring proper humidification during long hours of oxygen admission and at higher flow rates.

Hümiflo is manufactured at Star Medik’s 25,000 sq ft production facility in Nilai, near Kuala Lumpur. It is presently marketed in 15 countries worldwide, including Indonesia, Jordan, Korea, Lebanon, Portugal, Spain, the Philippines, Thailand, and others.

### HÜMIOXY – MOBILE RESPIRATORY RELIEF

At a weight of only 1.95 kg, the HümiOxy is perhaps the lightest and most compact oxygen concentrator available on the market. Convenient for travellers, commuters or active individuals, it can be carried in a personal handbag, briefcase or backpack. No heavy carts or tanks are required.

### HAMILTON MEDICAL PRODUCTS – FULL RANGE OF VENTILATORS & DISPOSABLES

Star Medik is also the exclusive distributor in Malaysia and Brunei for Hamilton Medical Products (ventilators and disposables). An extensive product listing of ventilators is available, including several models designed for use in Intensive Care Unit (ICU) and specialized acute care settings. Hamilton Medical, founded in 1983, is a world leader in the development of Intelligent Ventilation Technology, with products designed for intensive care, neonatal acute care, MRI suites and critical care transport.

### EFFECTIVE DIABETIC SELF-MANAGEMENT

The EGM-1000 Non-Invasive Glucometer uses a new method to monitor blood glucose levels without the need for painful finger pricking. Just clip a sensor on the ear and you're all set. It clips easily and is comfortable on the earlobe.

The EviaCool Insulin Cooler On-the-Go is a reusable replacement cap for insulin pens. It keeps insulin cool within recommended safe temperature limits, below 29°C (84.2°F) for a minimum 12 hours even under constant ambient temperatures of 37.8°C (100°F) when the device is carried in a personal handbag.

### COMMITTED TO OFFERING THE BEST

Star Medik products, services and solutions reflect the highest safety standards and reliability in providing the measurability, predictability and control inherent in Care Pathway Management. Focused on the future, let Star Medik's promise of innovative product development, continuous improvement, clinical need fulfilment and dependability place it first among your choices for high-quality ventilators and medical devices.



EGM 1000 Non-Invasive Glucometer



### ACHIEVEMENTS & CERTIFICATIONS

- ▶ 2019 – Winner, SME Bank The Best Exporter Program (Intermediate)
- ▶ 2018 – MATRADE Export Award (SME)
- ▶ 2016 – SME Corp Enterprise 50 (E50) Award
- ▶ CE 0123
- ▶ ISO 13485:2016



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# MEDICAL DEVICES OF GLOBAL STANDARDS



Infusion Therapy



**Welford Manufacturing produces top-grade medical devices in the infusion lines and Urology.**

**From** surgery to the path of recovery, patients need safe and effective healthcare products. From the beginning of diagnosis to the completion of treatment and care providing, healthcare professionals need reliable and quality healthcare devices.

Welford Manufacturing Sdn Bhd always strives to ensure that the well-being and comfort of the patients and healthcare professionals are not compromised.

## SEASONED COMPANY

Welford started as a manufacturer in the year of 1994, producing medical devices in the infusion lines and urology. The company primarily focuses on developing medical devices that have unique safety features by working closely with private and public institutions in studying and mitigating risks associated with clinical negligence, errors arising from clinical practices, and malfunctioning of devices.

Some of the company's products include infusion therapy – safety infusion sets, iv catheters, needleless extension sets, perfusion sets and others.

Today, Welford's products are being used in more than 35 countries worldwide, including the United Kingdom, Austria, Netherlands, Australia, Hong Kong, South Africa, Saudi Arabia, UAE, Malaysia, Greece, Malta, Bahrain, Oman, Philippines, Indonesia, Thailand, Vietnam, Myanmar, Kenya, Nepal, Sri Lanka, Cyprus, Syria, Pakistan, Bangladesh, Mauritius, Morocco, Jordan, Uganda, Ethiopia, Tanzania and others.



Central Venous Catheter Kit



Respiratory Management

### EXCEPTIONAL R&D CAPABILITIES

To meet the changing demands of the healthcare industry, Welford focuses on the continual process of product development.

Apart from our in-house research and development team, the outfit also works with the leading hospitals in the United Kingdom, universities, renowned research centres and companies in different regions to develop and design its medical devices.

From plastic materials characteristics to components design, from filtration media to production engineering, from device safety structure to prototyping, Welford equips itself with the best research & development capability to develop the most suitable devices for the medical industry.

### CONTINUOUS IMPROVEMENT

In ensuring safety and effectiveness of the company's medical devices and in meeting and satisfying regulatory and customer's requirements and expectations, Welford establishes and maintains a quality management system. Throughout the implementation of the management system, all individuals in Welford are involved in the process of continuous improvement.

Its packaging process is challenged using the stringent US ASTM methods and is further qualified by the real-time and accelerated ageing tests.

By this, the company is able to verify and guarantee the sterility and the shelf life of its devices, besides being recognised by its customers and regulatory bodies as a trustworthy and reliable supplier.

### ADHERING TO GLOBAL STANDARDS

Welford has also obtained the ISO 13485 certification from TUV SUD of Munich Germany. Its products carrying CE marking are certified in meeting the standards of the European Community Medical Design Directive MDD 93/42/EEC and hence are approved to be sold in the European markets.

To further ensure the safety of its devices, Welford places excellent emphasis on regulatory compliance. Products testing and regulatory documents are prepared and compiled to fulfil the standards of not only the European markets but also the competent authorities in other territories.



### CERTIFICATIONS

- ▶ ISO 13485
- ▶ MDD 93/42/EEC



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**Manufacturing processes and facilities – certified to the highest international standards**

## QUALITY SURGICAL SUTURES



**Worldwide Medivest leads the way in the production and marketing of highest-quality absorbable and non-absorbable surgical sutures, under the brand name VESTI.**

**Worldwide Medivest Sdn Bhd** is a wholly-owned subsidiary of Worldwide Holdings Berhad, a Selangor state-linked conglomerate. It is a Malaysian pioneer in the production of both natural and synthetic sutures for use in surgical procedures.

Incorporated in 2010, Worldwide Medivest aspires to be a globally recognised manufacturer and supplier within the medical devices industry. Its manufacturing plant is located on a 5-acre site in the Worldwide I-Zone industrial park in Kapar, Selangor about 35 km west of Kuala Lumpur City Centre.

### **VESTI: SYNONYMOUS WITH QUALITY**

Worldwide Medivest produces absorbable and non-absorbable sutures from synthetic and natural silk under

the brand name VESTI. The synthetic materials are composed of Polyglactin 910, Polydioxanone, Polypropylene and Nylon, with raw materials sourced from established suppliers in the USA, Europe, Japan and Korea.

VESTI suture products have been proven to possess higher tensile strength, greater knotting and flexibility, excellent handling and meet USP reference standards. VESTI braided sutures are finished with a special coating that facilitates easy passage through the tissue and optimises wound healing. VESTI sutures are packaged sterile and minimise the risk of microbial invasion and tissue reaction while maximising precise wound approximation.

VESTI needles are manufactured to the smallest practicable diameter possible using high quality, sterile and corrosive-resistant stainless steel. Design properties give the needle superior penetration through tissue along with excellent holding and stability, better sharpness, enhanced strength and bend resistance.

Certified to ISO 13485:2016, the Class 8 cleanroom within the state-of-the-art plant in Kapar Bestari where

sutures are manufactured is equipped with technology and equipment from Germany. All VESTI products are registered with the Medical Device Authority (MDA) under Malaysia's Ministry of Health and conform to the highest domestic and international quality and production standards. The sterilisation facility is ISO 11135:2014 certified and capable of sterilising a wide variety of healthcare products including consumables and single-use medical devices.

### PLANS FOR DIVERSIFICATION, GROWTH AND EXPANSION

With an established reputation for production, distribution and customer service, Worldwide Medivest is now setting its sights on new sales and distribution opportunities. Presently a supplier in Pakistan, the company is now proceeding with product registration in advance of a move into Indonesian markets.

Processes for obtaining halal certification are progressing, in line with the country's effort to develop and promote halal medical devices as support Malaysia in achieving its national vision of becoming a global halal hub.

While remaining focused on corporate priorities to establish a significant export market as a leading global player in surgical suture manufacture, the company additionally offers contract manufacturing and sterilisation services. Committed to continuing professional education and product awareness programming for medical practitioners and technologists, it maintains an outstanding Training Centre which is also available for rental by the public.

The firm collaborates extensively with universities on research and development ventures for continuous process improvements and new innovations in suture manufacture, and

it forms valued strategic alliances and partnerships to enhance technology capabilities and open doors for global market extension.

### GUIDED BY PRINCIPLE, DRIVEN BY QUALITY

Integrity, growth, excellence, caring and teamwork. These are the cornerstone principles that form the foundation of Worldwide Medivest's corporate philosophy. Passionate about quality, the company believes in capitalising on advanced technology, complying with safety and product standards and optimising efficiency, productivity and social responsibility.



### CERTIFICATIONS

- ▶ ISO 13485:2016 – TUV Rheinland
- ▶ CE – TUV Rheinland
- ▶ ISO 11135:2014 (ETO sterilisation services)
- ▶ Good Distribution Practice for Medical Devices (GDPMD)



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