

2024 Investor Relations

Medical The One leading the Korean Diagnostic Market.

2024 Medical The One Year of Advancement

2024~2026

MEDICAL THE ONE BUSINESS PLAN

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CEO

Rae-won Kim

Date of Foundation

March 9, 2018

Location

A-dong, 308ho, 70, Dusan-ro, Geumcheon-gu, Seoul, Republic of Korea

Key Business

Wholesale and retail sales of diagnosis equipment and reagents, medical device import and export sales, R&D, and manufacturing

Capital

300,000,000 won

Number of Employees

Five people (as of September, 2022) – Three persons are expected to be added in the sales team

Website

www.the-one.biz

2018

- 18.03 : Medical THEONE incorporated
- 18.07 : OEM Agreement of diagnosis device (SD Biosensor)
- 18.08 : Established research and development department
- 18.08 : one patent application
- 18.10 : Signed contracts with two branches (Werfen, SD Biosensor)
- 18.12 : Signed contracts with seven university and clinic-level hospitals (e.g., Chung-Ang University hospital)



2019

- 19.01 : Angel investment raised 100 million won (Saewoel LD)
- 19.05 : Signed contracts with 14 university and clinic-level hospitals
- 19.06 : Distribution Company YUJUNG MEDITEC work cooperation

2020

- 20.01 : Contract to supply to EONE Laboratories (domestic large-scale medical examination center)
- 20.03 : Signed contracts with two branches of diagnosis Device and reagents manufacturer (e.g., NK MAX)
- 20.06 : Signed contracts with 10 university and clinic-level hospitals

2021

- 21.01 : Won bidding for Military Manpower Administration enlisted army business (latent tuberculosis project implementation)
- 21.04 : Won bidding for Korea Disease Control and Prevention Agency
- 21.06 : Signed contract to supply devices and reagents with two places (Wonju Severance Christian Hospital, Ewha Womans University Mokdong Hospital)
- 21.10 : Signed contract for clinical trail test with Konkuk University Medical Center
- 21.10 : Korea Credit Guarantee Fund Western part Startup branch business project funds selection (300 million won)
- 21.11 : BMT (Biometrics Technology) operation and permit related support cooperation

2022

- 22.01 : Markherz Inc. strategic work cooperation
- 22.02 : COVID-19 antigen kit launching
- 22.06 : one patent application submission
- 22.07: CHA Bundang Hospital diagnosis equipment contract
- 22.08: Moved into Kyung Hee University Startup Incubator Center

2023

23. 01: Mindray (IVD Global Company)_
Metropolitan Area Agency Agreement
23. 03: Obtained medical device import business license.
23. 04: AIKANG_AE 55 equipment import permit secured
23. 08: AIKANG_AE 65 equipment import permit secured
23. 11: KGMP approval (related to import permission
for IVD diagnostic reagents)
23. 12: Mindray_CAL8000 setting confirmed
(Ewha Womans University Seoul Hospital,
Konkuk University Hospital, etc.)
23. 12: Homepage reorganization (renewal completed)

2024_Business Plan

24. 01: Mindray CAL8000 sales begin in earnest.
Aikang_ELISA equipment business begins; 30 units sold per year (planned)
23. 03: Hallym University Chuncheon Sacred Heart Hospital CAL8000 setting.
Seoul Asan Medical Center SC-120 equipment setting
23. 04: Kangwon National University Hospital BC-6800Plus setting.
Yonsei University Sinchon Severance_ BC-6800Plus setting
(Professor Jaewoo Song)
23. 05: Strategic plan for setting up the entire line of the Department of
Hematology at Shinwon Medical Foundation Partnership concluded (planned).
23. 06: Incheon St. Mary's Hospital, Myeongji St. Mary's Hospital,
Seoul St. Mary's Hospital, Gil Hospital, Hallym University Pyeongchon Sacred Heart
Hospital, Sam Hospital, etc. Setting work in progress for the second half of the year.



Rae-won Kim **CEO**

15 years of experience in in vitro diagnostic industry

- Union LAB Inc., WOONGBEE MeDiTech, Inc., 10 years of sales and marketing
- General management of sales in the South East Asia region for Euroimmun

Network of more than 60 hospitals and clinics

- Established sales revenue of 3 billion won for diagnosis equipment and reagents
- Contracts to supply to 40 university hospitals, hospitals, and clinics (Chung-Ang University Hospital, Wonju Severance Hospital, CHA Bundang Hospital, and so on.)
- Established business partnership with 10 entities in diagnostic devices (SD Biosensor, Thermo Fisher Scientific, Humasis, etc.)



Jae-hoon Pyo

Head of Department, Ph. D.
Service Engineer

- **Ph. D (majored in cell biology), College of Medicine**
 - Discovered target protein for bovine pregnancy test
 - Studied anticancer drug in vivo delivery mechanism
- **WOONGBEE MeDiTech, Inc., Academic team**
 - Academic work, such as on latent tuberculosis diagnostic product
- **Dow Biomedica Inc., Marketing**
 - Marketing products such as multiple myeloma diagnostic product





Seung-Hwan Lee

Sales Manager

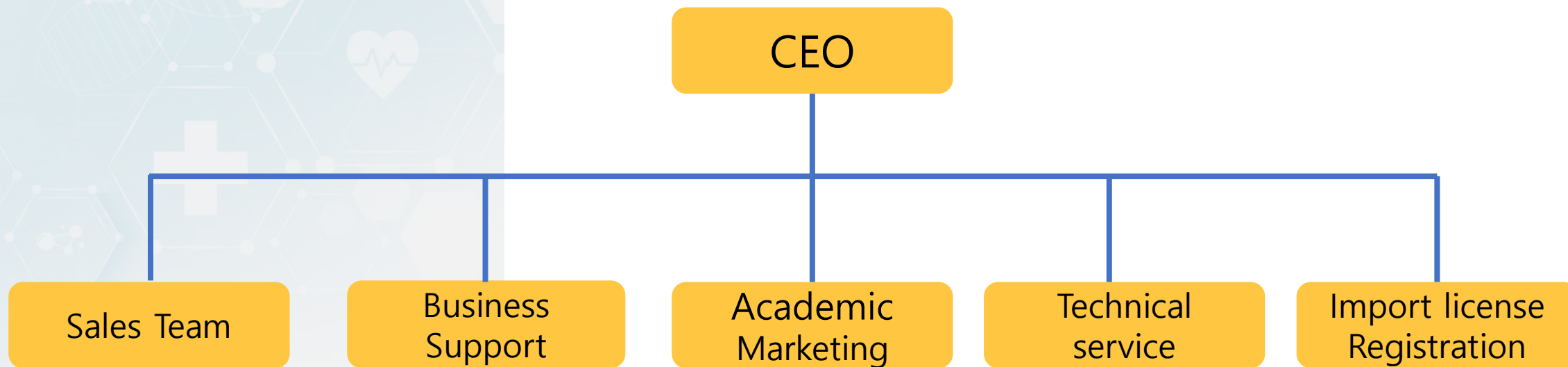
- ILDONG Pharmaceutical Sales Team.
(2005. 09. ~ 2023. 06)



Seon-Wook Kim

Engineer Manager

- Master's degree in biomedical engineering
- Synex Technology Team (2021.07 ~ 2022.05)
 - Imported medical device installation, A/S, maintenance, consumables management
- Levodix Technology Team (2020.03 ~ 2021.04)
 - Pharmaceutical manufacturing support facility validation, A/S
- Biosupport Validation Technology Business Division (2017.12 ~ 2018.10)
 - Pharmaceutical clean room validation



2023 ~2024 Staffing and motivation

Position	Target Number of staffs	Number of existing staffs	Number of dedicated Staff for Mindray business	Number of planned recruits	New employee entry time
Sales	2	1	2	1	2023_4Q
Management Support Team	2	1	1	1	2023_3Q
Application	2	1	1	1	2024_2Q
Engineer	2	1	2	2	2023_4Q, 2024_1Q
RA	1	0	1	1	2023_4Q

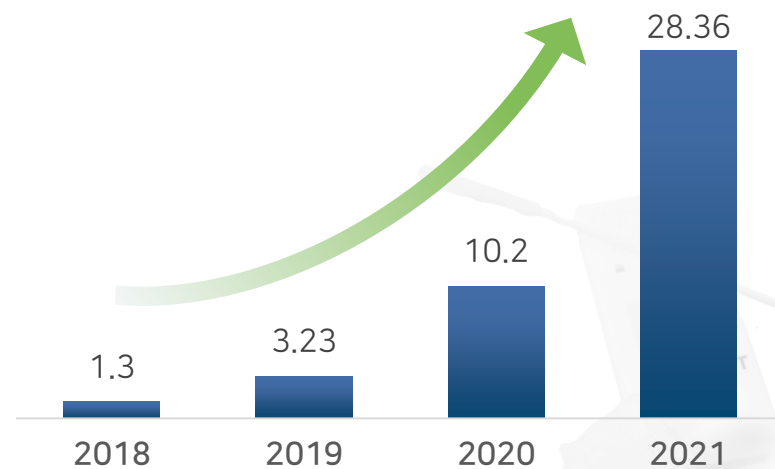
Medical product distribution network and performance

| Handling company and item |

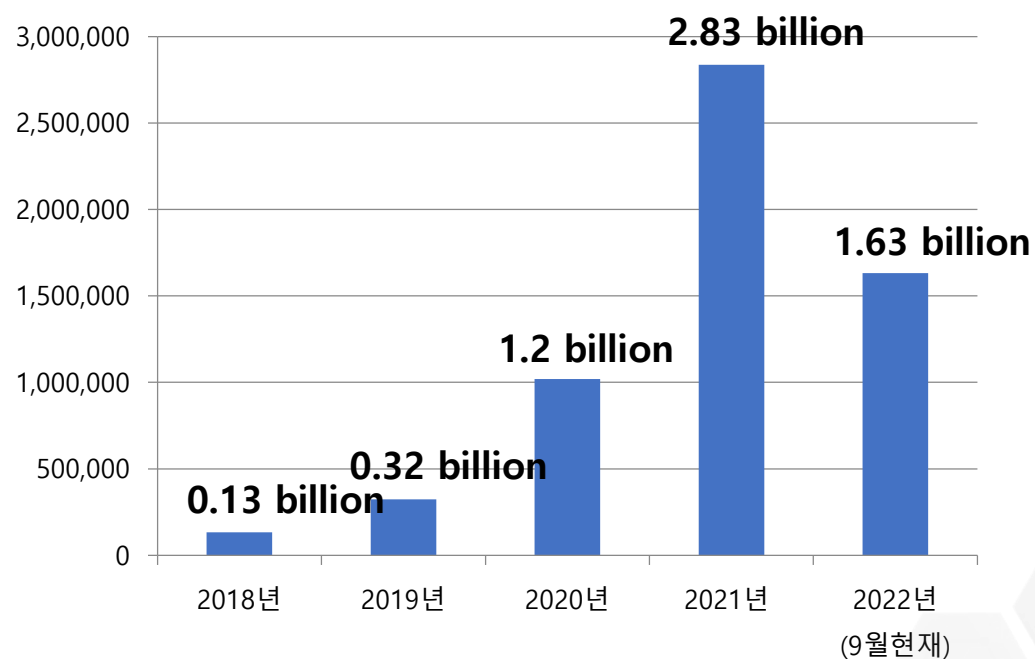
Manufacturing Company	Item
SD Biosensor	TB-Feron
	Hb A1c
	Code-free strip
	COVID-19 Ag test
WERFEN KOREA	Inova ANA
	Inova dsDNA
Thermo Fisher	ImmunoCAP
Yoon Biotech	Sprints

| Annual Sales of Medical Reagents and Devices |

(단위 : 억원)








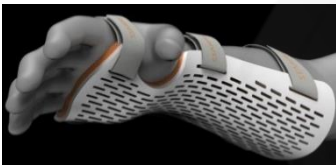


| 5-years sales figures |

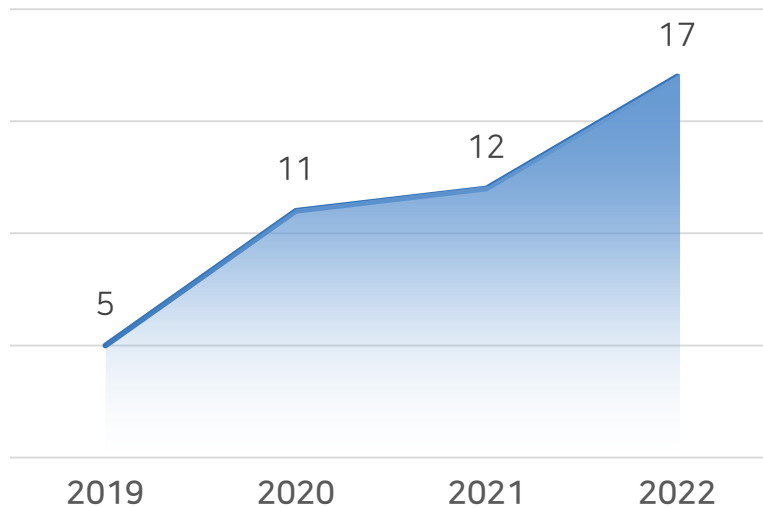


| Key items contributed to sales |

Year	Sales (1,000 won)	Year-on- year growth %	Growth engine
2018	132,500	-	Autoimmunity diagnosis (Werfen, Inc.)
2019	323,440	244%	+ Onsite test; POCT (SD BIOSENSER, Inc.)
2020	1,020,154	315%	+ Latent tuberculosis diagnosis (SD BIOSENSER, Inc.)
2021	2,836,539	266%	+ Military Manpower Administration diagnosis project, Orthopedics item - Military Manpower Administration diagnosis project contract termination
2022	1,631,617	-42%	+ NK-View (NK-Max, Inc.), Allergy test (Thermo Fisher, Inc.)

#	Manufacturer	Products	Purpose	Existing customer companies	Newly added customer companies expected in 2023
1	 SD BIOSENSOR		Latent tuberculosis diagnosis	5	4
2	 Werfen Diagnostic Solutions for Life		Autoimmunity diagnosis	3	2
3	 NKMAX		NK cell activity measure	2	4
4	 yun biotech		Orthopedic splint	12	10

| Number of customer hospitals
(e.g., Geonggi-area high-level general hospital) |



| Medical sector network |

Classification	Number	Notes
High-level general hospital	17	Yonsei University Wonju Severance Christian Hospital, Chung-Ang University Hospital, Cha University Bundang Medical Center, and so on.
Clinics	41	Family Love Clinic, Samsung Union Clinic, Seoul Seongmo Clinic, Eden Clinic, and so on.
Branches (Local)	13	Joongang Medical, LABOTEX, Medinet, and so on.
Manufacturers	8	Bionote, Werfen Korea, and so on.
Test centers	3	EONE Laboratories, SCL, and so on.

03 Result Contract conclusion performance

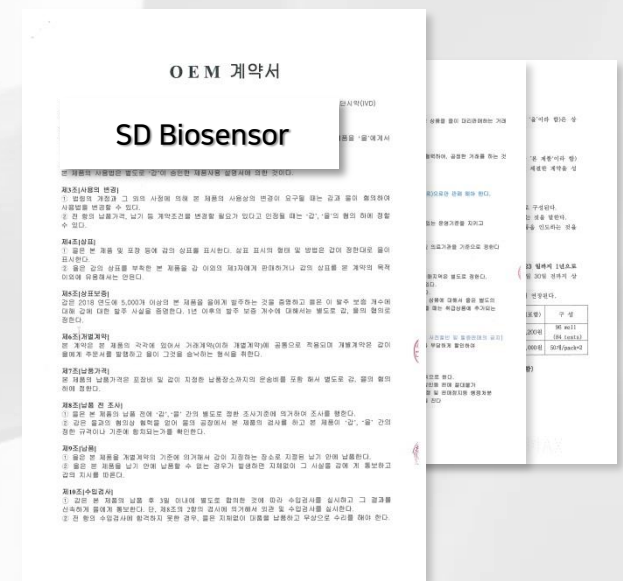
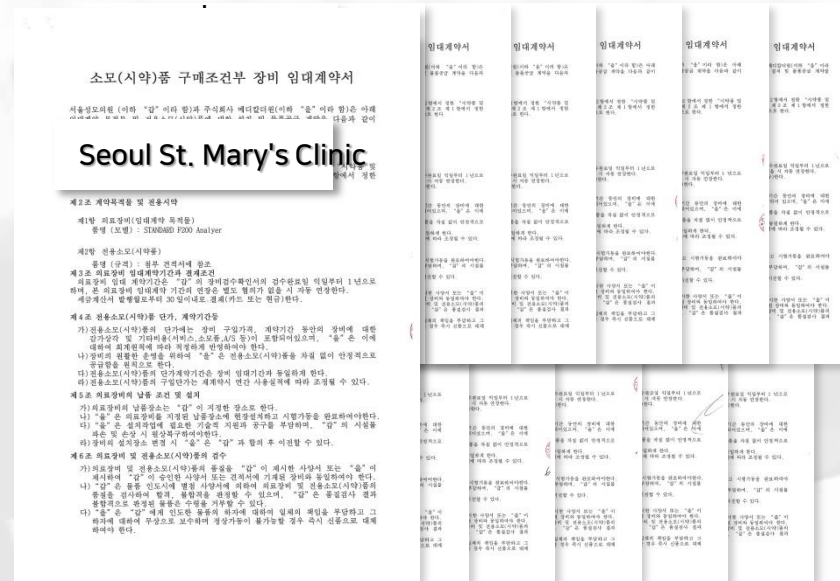
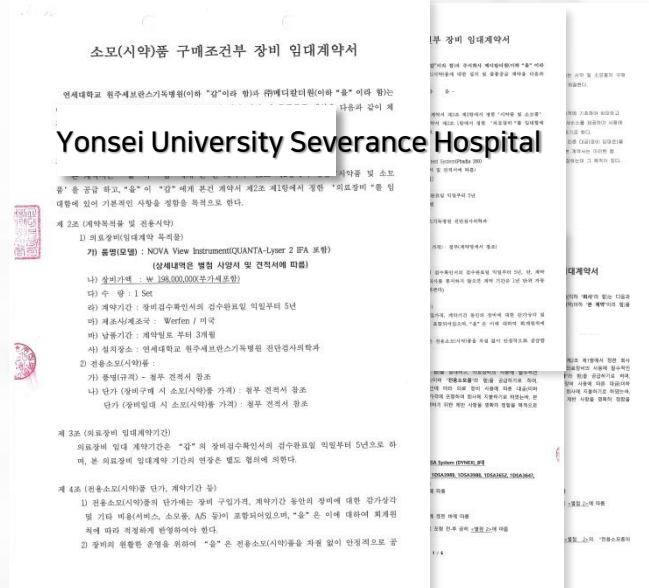
Based on the medical field network that builds organic cooperative relationships such as hospitals and clinics, medical product manufacturers and inspection centers, We have steadily improved sales by distributing medical reagents and equipment manufacturers.

Hospital clinic distribution and sales contract

| Hospital |

| Hospital Clinic |

| Medical Product Manufacturer |



| 기존 국내 유통업 |

제조사	품목
에스디바이오센서	TB-Feron
	Hb A1c
	Code-free strip
	COVID-19 Ag test
웨펜코리아	Inova ANA
	Inova dsDNA
써머피셔	ImmunoCAP
윤바이오테크	Sprints

| 신규 수입 유통업 |








- Established in 2003, iKang Medtech Co., Ltd. is a company specializing in medical devices and in vitro diagnostic reagent products, integrating production, sales, and after-sales service. Aikang has four platforms: ELISA analyzer, blood type, chemiluminescence, and POCT, and strives to provide high-quality products and professional services to clinical trial institutions such as hospitals and blood centers.
- Aikang insists on independent innovation, focuses on the importance of customer needs, and provides customers with high-quality products and experiences. We provide a variety of medical solutions for health institutions, including clinical immunodiagnostic equipment, sample handling and storage equipment, and in vitro diagnostic reagents.
- Company Website : www.aikang-medical.com/en/list_42/318.html

18
years





- China's largest ELISA equipment manufacturer.
- A competitor to DS2, EVOLIS equipment.
- Excellent durability compared to DS2, superior performance compared to EVOLIS.
- Equipment price advantage compared to the two products – the most obvious competitiveness.
- So far, there is no Korean importer.
- URANUS AE 55 model Korean exclusive rights granted to Medical The One Co., Ltd. reply.
- SDBIOSENSOR TB-Feron, NK MAX NX CELL ELISA 사용 (More than 30 units sold per year)
- [Future use of ELISA equipment is expected to expand due to increased users of latent tuberculosis reagent and NK Cell \(more than 100 units\)](#)
- [We also have medium and large equipment, so we can diversify our business.](#)
- [In the future, it is possible to sell various equipment and reagents domestically.](#)
- [Company Website : www.aikang-medical.com/en/list_42/318.html](http://www.aikang-medical.com/en/list_42/318.html)

Mindray at a glance Strong business performance with increasing global presence and impact



Serving
190+
countries and regions

over
11,000
employees from 30 countries

39
international
subsidiaries around
the world

\$4.0 B
revenue in 2021

3,000+
R&D engineers worldwide

9
R&D centers across
the globe

Europe | **400+**
teaching hospitals
in Europe

US | **Top 20**
hospitals in the U.S.

9
of top 10 cardiac
hospital in the U.S.

China | **99%**
of Tier 1 hospitals
in China

mindray™



- 32nd anniversary of establishment (1991), achieved sales of 3 trillion won in medical business worldwide.
- China's largest blood analysis equipment manufacturer.
- Competitors of SYSMAX and HORIBA equipment.
- Blood Slide Maker Mounting Products - Best Competitiveness.
- Completed a contract with Medical The One as an importer to cover Korean university hospitals and tertiary general hospitals.
- DEMO completed –
 - Green Cross, Ewha University Seoul Hospital, Konkuk University Hospital, etc.
- DEMO planned – Lee Won, Daegu Dongsan Medical Center, etc.
- 5 locations scheduled to be set within 2023.
- Company Site : www.mindray.com/fr

2023 Mindray Hematology Strategy

MC-80 SC-120

Popularize CAL system

CAL 8000 : BC-6800Plus/
SC-120/MC-80

CAL 6000 : BC-6200/6000/SC-120



Accelerate BC-6 placement

Larger sample processing capacity

Faster and more reliable

Capable to upgrade to CAL system



BC-6800Plus



BC-6800



BC-6200



BC-6000

Counter Competitor

5 Diff Analyzer with Autoload
5 Diff Analyzer + ESR

BC-700 series



BC-5380



BC-700/720



BC-760/780



Revitalization

3 Diff Analyzers



BC-20S



BC-3600



BC-30S

High volume
(> 300S/D)

Large volume
(100 – 300 S/D)

Medium volume
(40 – 100 S/D)

Small volume
(< 40 S/D)

Hematology

Global Recognition

Dynamic Innovation

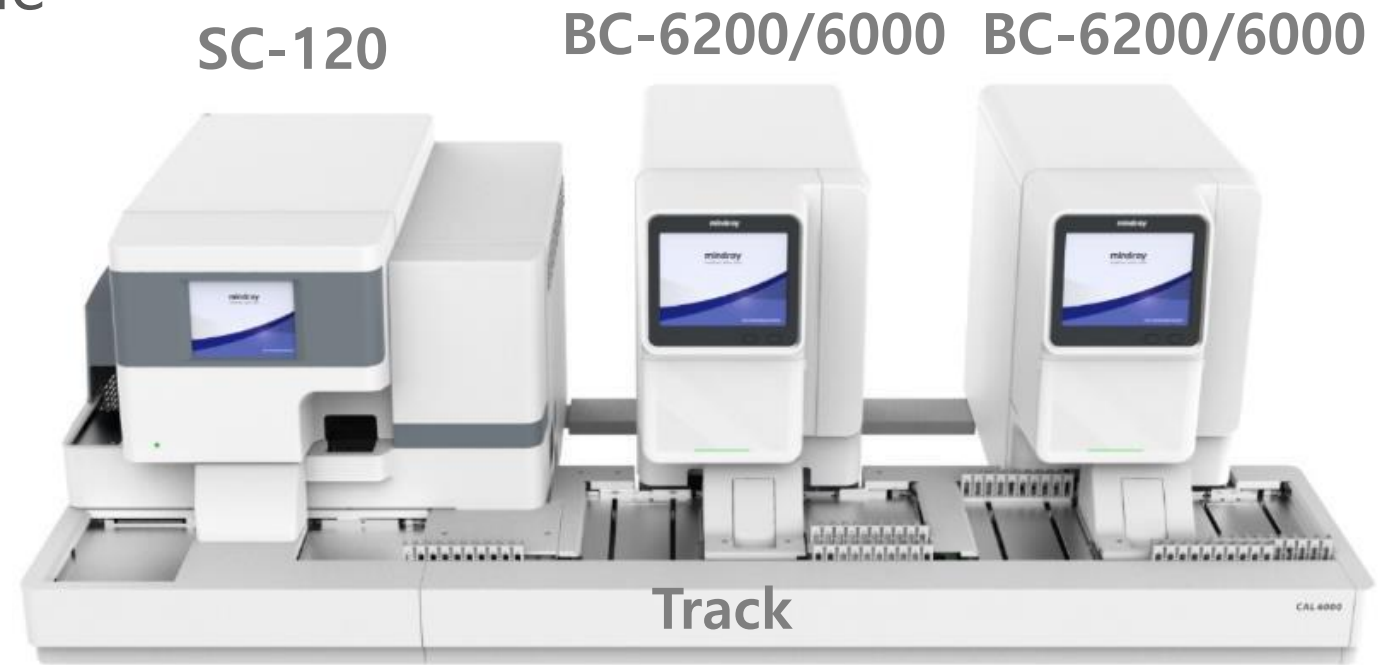
Accessibility



CAL 6000

Bench-top cellular analysis line

Delivering automatic hematology analysis to labs with a throughput of **220** test per hour and **120** slides per hour



Hematology automation within reach

Hematology

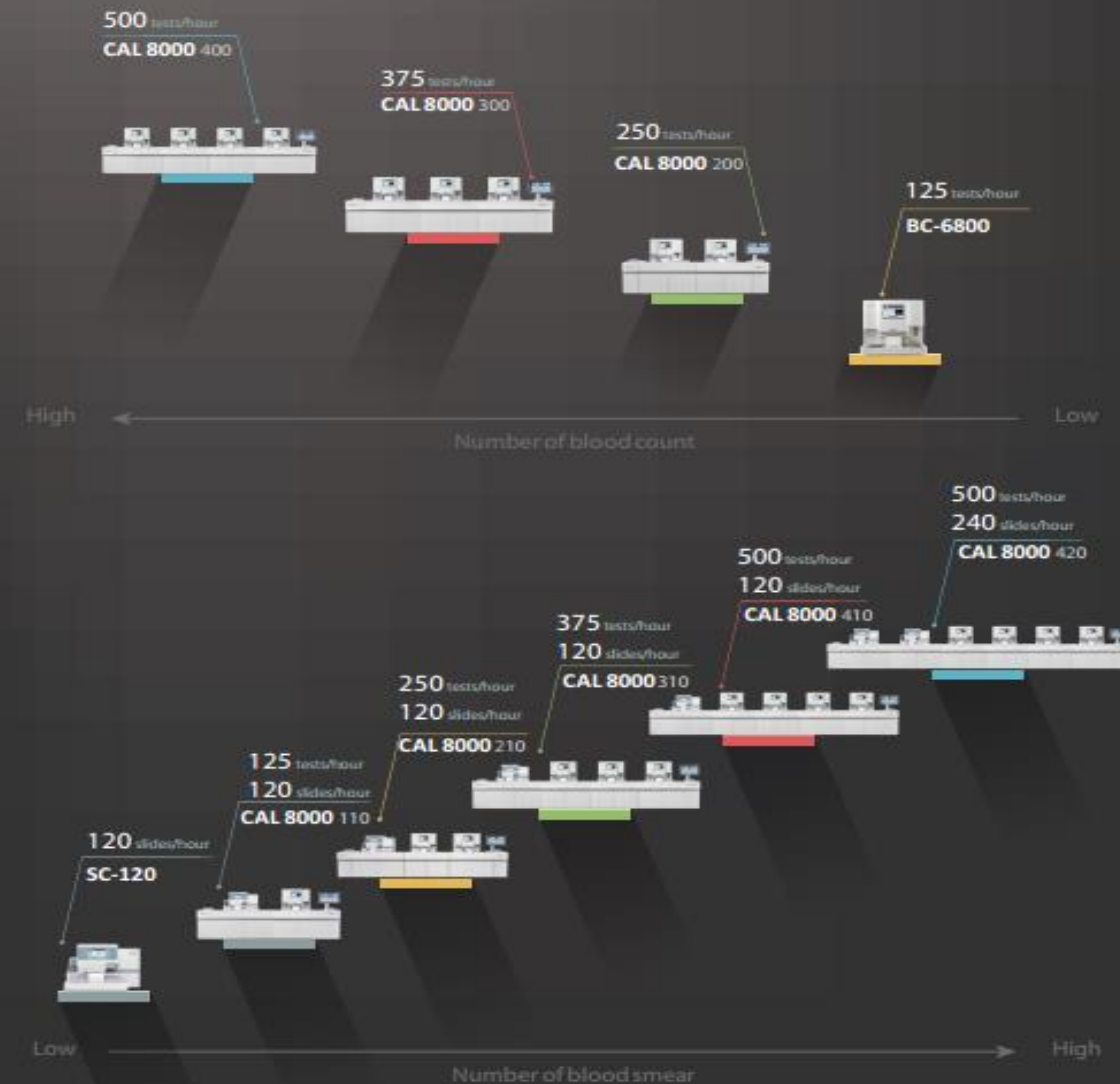
CAL 8000

New Generation Cellular Analysis Line

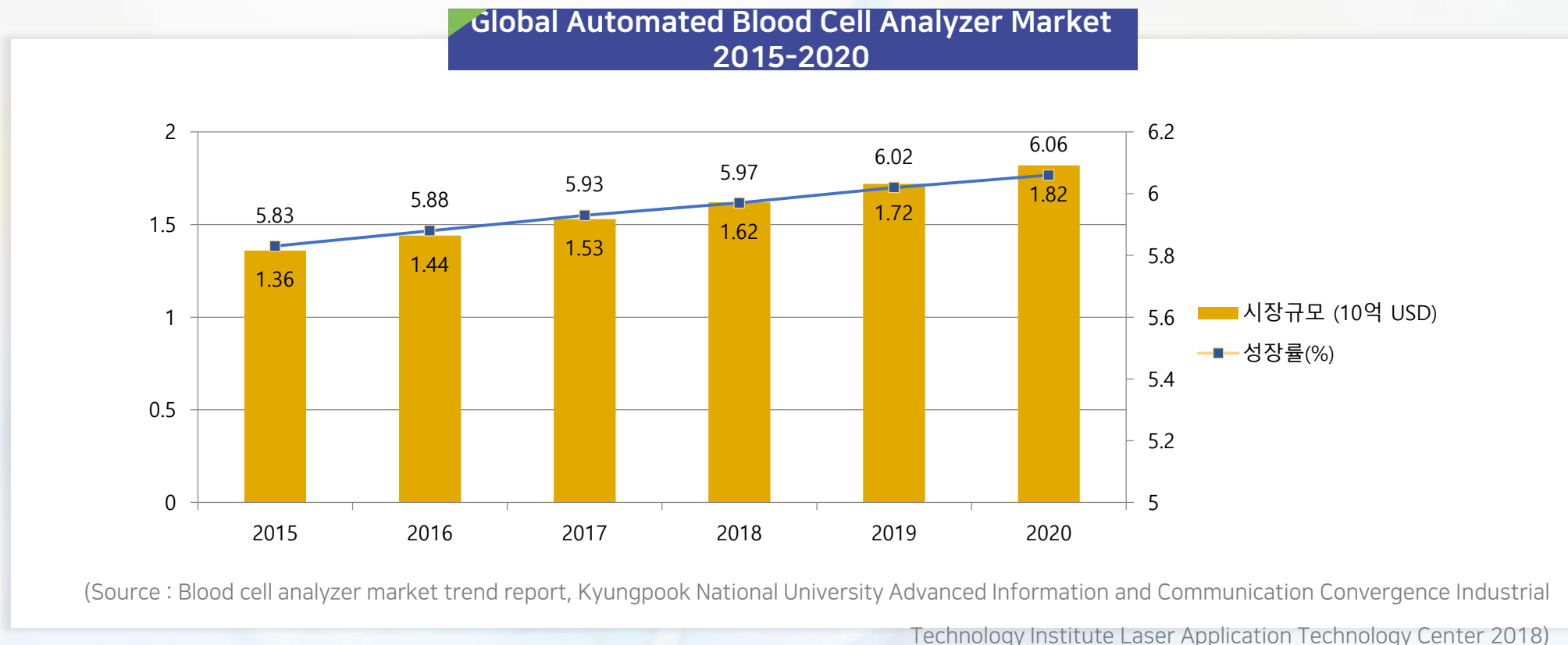
Smarter workstation, simpler workflow



Adaptive solutions



According to Mindray domestic education data, the size of Korea's automatic blood cell analyzer market is About 40 billion won.



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Exclusive Distribution and Supply Agreement
Template Reference Number DN(E)DA-2023(HK)-E
Agreement No.: EDA2023003124-V01


EXCLUSIVE DISTRIBUTION AND SUPPLY AGREEMENT

Between

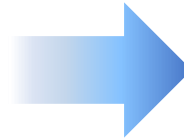
MR Global (HK) Limited
Rm 1115-1116, 11/F, Tower 1, Grand Century Place, 193 Prince Edward Road West,
Mongkok, Kowloon,
Hong Kong

And

MEDICAL THE ONE
NEORENAISSANCE-B120,26, Kyungheeda,-ro,Dongdaemun-gu,seoul,SEOUL.,13,South
Korea
South Korea



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Exclusive Distribution And Supply Agreement
Agreement No.: EDA2023003124-V01

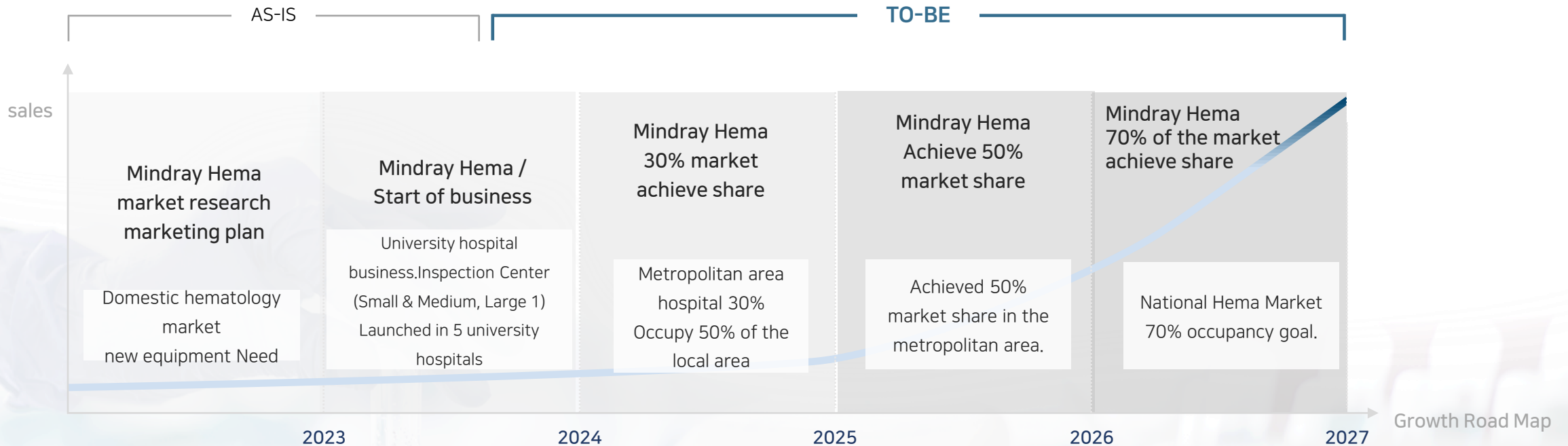
Exhibit A

Products, Territory and Customer Segment

1. Authorized Products List under exclusivity:

No.	Product Line	Model	Territory	Customer Segment	Additional Remarks if any
1	IVD	BC-6000,BC-6200,BC-6800Plus,BC-700[B],BC-700[R],BC-720[R],BC-760[B],BC-760[R],BC-780[R],CAL 6000,CAL 8000,CAL3000 System,CAL8000 System,CRP-M100,MC-80,SC-120	South Korea-Inch'on-jikhalsi,South Korea-Kyonggi-do,South Korea-Soul-t'ukpyolsi	Private,Public	
2	IVD	Hematology Reagent: five blood parameters	South Korea-Inch'on-jikhalsi,South Korea-Kyonggi-do,South Korea-Soul-t'ukpyolsi	Private,Public	
3	IVD	BA-800M,BS-600M,BS-620M	South Korea-Inch'on-jikhalsi,South Korea-Kyonggi-do,South Korea-Soul-t'ukpyolsi	Private,Public	
4	IVD	Biochemical reagent (generic packaging)	South Korea-Inch'on-jikhalsi,South Korea-Kyonggi-do,South Korea-Soul-t'ukpyolsi	Private,Public	

Business RoadMap



**Business Model 3
Steps****1 Steps**

Wholesale and Retail of
Medical Reagents and
Equipment

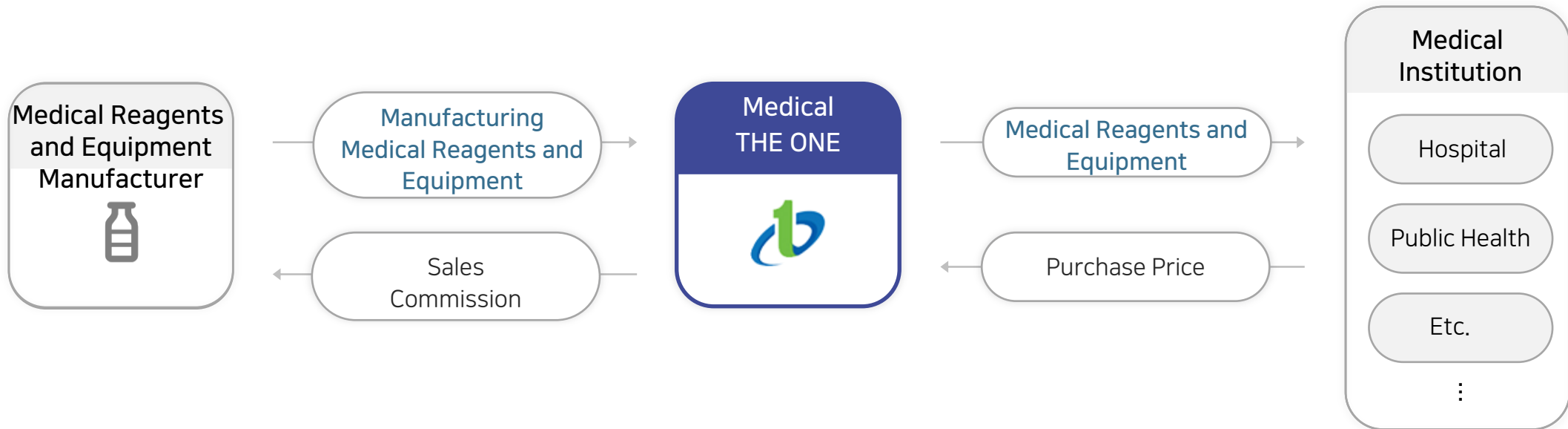
2 Steps

Mindray Equipment
Reagent Sales
(Diagnostic Equipment +
Reagent Provided)

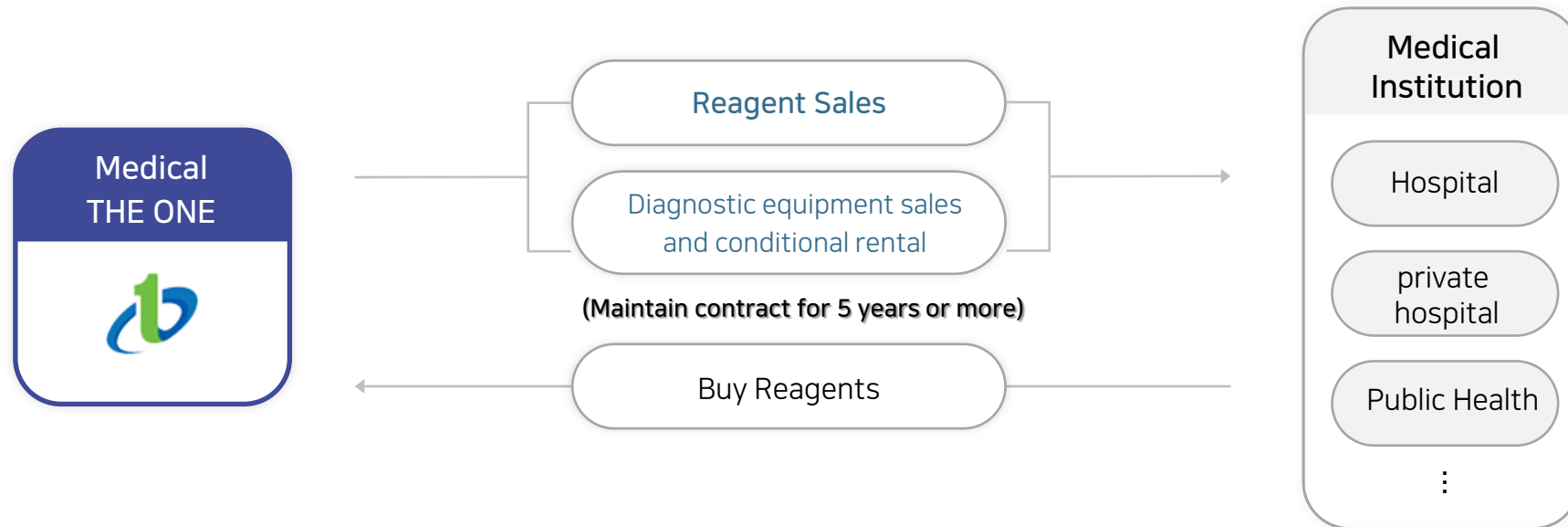
3 Steps

Diagnostic Equipment Sales
(Excluding ELISA Equipment)

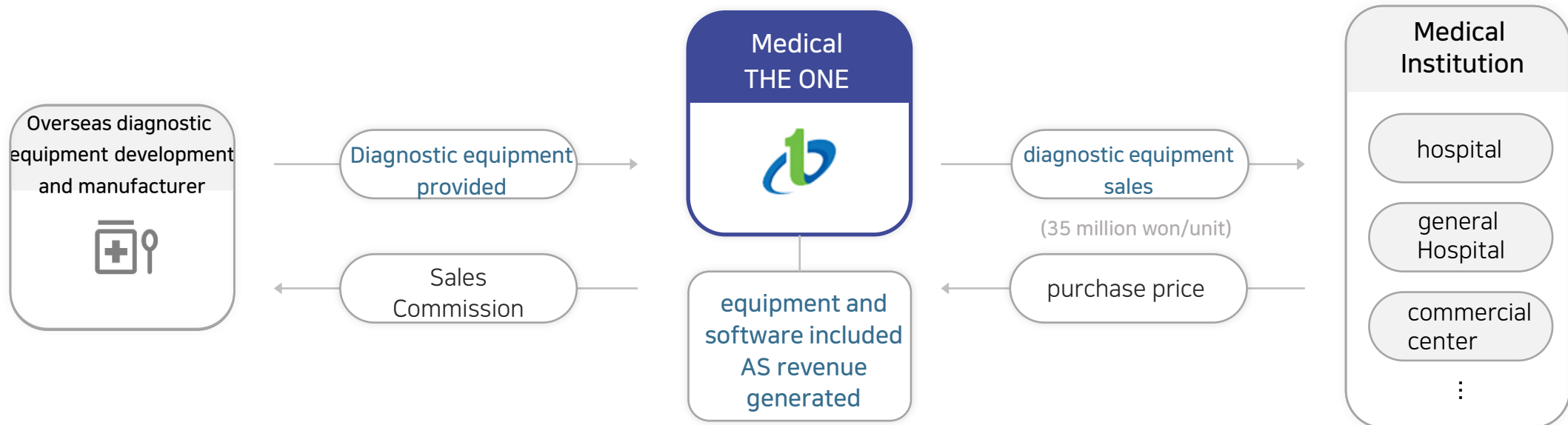
Step 1: Wholesale and retail distribution of medical products



Phase 2: Sales of Mindray Diagnostic Reagents



Step 3: Sales and AS of Aikang Diagnosis Equipment



Division			2022	2023	2024	2025	2026	Note
Existing business	Sales (unit KRW)		1,500,000,000	1,500,000,000	2,000,000,000	5,000,000,000	8,500,000,000	•Basis of Calculation (KOR WON) 1. Mindray Equipment 1 Set. annual sales: 100,000,000 WON 2. Military Manpower Administration business 3. Diagnostic equipment (imported) equipment fee: 35,000,000 kor won AS fee: 15,000,000won
New Business	Mindray	Contract Hospital (number)		2	10	20	30	
		Sales (unit KRW)			1,000,000,000	2,000,000,000	3,000,000,000	
	Military Manpower Administration business	Sales (unit KRW)		1,000,000,000				
Diagnostic test equipment (imported) -ELISA	Number of Sales (pcs)				40	70	100	
	Sales (unit KRW)				1,400,000,000	2,450,000,000	3,500,000,000	
	Equipment Service Revenue					80,000,000	220,000,000	
Sum of Sales			1,500,000,000	2,500,000,000	4,400,000,000	9,530,000,000	15,220,000,000	

New KOL Name	Influence Level	Current Main Position	Bad Number	Research Area (Academic sector)	Hospital / Lab Name	Cooperation opportunity with Mindray	Responsible Sales
Ms. M K. Lee Professor	I	Chief of Laboratory	800	Laboratory Mdicine	Chung Ang University Hospital	BC-780 CAL8000	MR. Kim
Ms. M K. Lee	II	Chief of Laboratory	Lab center (big 5)	Laboratory Mdicine	Seoul medical Science Institute	CAL8000	MR. Kim
Ms.G.Y. oH	I	Chief of Laboratory	Lab center (big 5)	Laboratory Mdicine	E-ONE Laboratories	CAL8000	MR. Kim
Seo So-yeon	I	Chief of Laboratory	Lab center (big 5)	Laboratory Mdicine	Samkang Laboratories	CAL8000	MR. Kim
Seonhwa Lee	I	Chief of Laboratory	Lab center (big 5)	Laboratory Mdicine	Seegen Laboratories	CAL8000	MR. Kim
Eunhee Lee	I	Chief of Laboratory	Lab center (big 5)	Laboratory Mdicine	green cross Laboratories	CAL8000	MR. Kim
Lim Chaeseung	II	Chief of Laboratory	1,100	Laboratory Mdicine	Korea University Guro Hospital	BC-780 CAL8000	MR. Kim
Cho Yunjeong	II	Chief of Laboratory	1,100	Laboratory Mdicine	Korea University Anam Hospital	BC-780 CAL8000	MR. Kim

2023~2024 Sales Plan- List of target Key Account

2023 Target KA Name	Potential Hema Model	Bad Number	Potential Chem Model	Potential CLIA Model	Customer Type	Breakthrough Type	Responsible Sales
Ewha womans university Seoul medical center	CAL-8000	800			A	B	Mr.Kim
<u>Shinwon medical foundation</u>	<u>CAL-8000</u>	<u>Lab Center</u>		-	<u>A</u>	<u>B</u>	<u>Mr.Kim</u>
<u>Konkuk University Hospital</u>	CAL-8000	848			<u>A</u>	<u>b</u>	Mr.Kim
Gachon University Gil Medical Center	CAL-8000	1,281			B	C	Mr,Choi
The Catholic University of Korea, Seoul ST. Mary's Hospital	CAL-8000	1,260			B	B	Mr,Choi
Bundang. CHA Medical Center	CAL-8000	852			A	B	Mr.Kim
WONJU SEVERANCE CHRISTIAN HOSPITAL	CAL-8000	824			B	B	Mr,Choi
THE CATHOLICUNIVERSITY OF KOREA, INCHEON ST. MARY'S HOSPITAL	CAL-8000	854			A	A	Mr,Choi
BARUNSESANG HOSPITAL (Orthopedics)	BC-780 or BC-6800Plus	200			A Evaluation scheduled for August	A	Mr, Kim
G SAM HOSPITAL (general hospital)	BC-780 or BC-6800Plus	407			A	A	Mr, Kim



Division (KOR-WON)		2022	2023	2024	2025	2026
Personnel Expenses	Academic Team	50,000,000	115,500,000	121,275,000	191,008,125	200,558,531
	Sales Team	35,000,000	69,300,000	195,530,000	334,209,750	420,000,000
	Marketer	40,000,000	47,250,000	148,837,500	156,279,375	164,093,344
	Management Support Team	-	25,000,000	64,000,000	100,800,000	155,840,000
	Service Engineer	-	35,000,000	90,000,000	250,000,000	400,000,000
	Bookkeeper	35,000,000	32,550,000	68,355,000	71,772,750	75,361,388
	Import Permit Manager	-	-	4,500,000	9,450,000	14,883,750
Setup Cost	Office Rental and Management	17,000,000	20,000,000	43,400,045	63,400,038	63,600,030
	Warehouse Cost		16,500,000	16,500,000	18,000,000	18,000,000
Operating Expenses	Sales and Marketing	17,000,000	199,200,000	247,200,000	293,550,000	359,400,000
Investment Cost	Building and Intellectual Property	6,600,000	790,000,000	650,000,000	725,000,000	725,000,000
Total Cost		200,600,000	1,350,300,000	1,649,597,545	2,213,470,038	2,596,737,043

Division(KOR-WON)		2022	2023	2024	2025	2026
	Sales Amount	1,500,000,000	4,850,000,000	8,750,000,000	14,350,000,000	22,300,000,000
	Cost of Sales	1,072,500,000	2,820,000,000	4,665,000,000	7,682,500,000	12,975,000,000
	Gross Margin	427,500,000	2,030,000,000	4,085,000,000	6,667,500,000	9,325,000,000
Gross Profit Margin		29%	42%	47%	46%	42%
	Selling and Administrative Expenses	200,600,000	1,350,300,000	1,649,597,545	2,213,470,038	2,596,737,043
	Operating Profit	226,900,000	679,700,000	2,435,402,455	4,454,029,962	6,728,262,957
Operating Margin		15.13%	14.01%	27.83%	31.04%	30.17%
	Non-Operating Income Expenses	15,000,000	50,000,000	150,000,000	200,000,000	300,000,000
	Profit before Corporate Tax	226,900,000	629,700,000	2,285,402,455	4,254,029,962	6,428,262,957
	Corporate Tax, etc.	41,251,496	87,879,994	314,420,540	852,888,592	1,226,041,248
Net Income		185,648,504	541,820,006	1,970,981,915	3,401,141,370	5,202,221,709

Procurement Plan		2022		2023		2024		2025		2026	
		Detail	estimated amount	Detail	estimated amount	Detail	estimated amount	Detail	estimated amount	Detail	estimated amount
Revenue			150,648,504		1,291,820,006		720,981,915		3,001,141,370		3,902,221,709
Government Support Project	Commercialization		300,000,000								
	Fund										
	R&D										
Financial Sector Loan			70,000,000								
Investor							2,000,000,000		1,000,000,000		2,000,000,000
Sum			520,648,504		1,291,820,006		2,720,981,915		4,001,141,370		5,902,221,709

Purpose of using Investment Funds

Purchase of Diagnostic Equipment and Reagents and Use of All Operating Funds

Where to use	Progress Point	Detail	Expected Cost(KOR-WON)
Purchase of Equipment and Reagents	2023y~2024y	1. Sales in Korea - Purchase of Diagnostic Equipment and Reagents 2. Equipment System Construction 3. Purchase of ELISA Equipment 4. Licenses for imported equipment and reagents and clinical costs	4,000,000,000 WON
Company Management and other Expenses	2023y~2024y	1. Build your workforce Sales: 3 people, Build a service team of 4 people. Academic and equipment installation 2 People Logistics warehouse manager 1 People Marketing and Licensing Manager 2 People 2. System Construction Warehouse rental cost Building Equipment Test labs, Building Offices, etc.	1,000,000,000 WON
합 계			5,000,000,000

Division	Detail
Issuance Type	<ul style="list-style-type: none"> • Ordinary
Issued Time	<ul style="list-style-type: none"> • Between August and September 2023...
Investment Stage	<ul style="list-style-type: none"> • series A
Investment Amount	<ul style="list-style-type: none"> • 5 billion won
Use of investment money	<ul style="list-style-type: none"> • Facility funds and Operating funds, etc.
Number of Shares Issued and Unit Price	<ul style="list-style-type: none"> • 10,000 shares, 500,000 won
기 타	<ul style="list-style-type: none"> • Tag-along Right(joint sale right):When the largest shareholder sells its holdings to a third party, it has the right to request a joint sale of all stocks held by the largest shareholder. • Investor preemptive right: In case the largest shareholder disposes of stocks to a third party, the investor has the right to buy preferentially over the third party • Other prior consent/negotiations and periodic provision of management information (Details will be discussed later)

	Year	Investment Money (KOR-WON)	Value	Where to use
Seed	2020	<i>100 million won</i>	<i>1 billion won</i>	Market research and professor advisory stage
Series A	2023~2026	<i>KRW 5 billion</i>	<i>50 billion won</i>	product launch and Launch after clinical evaluation Metropolitan area product launch stage Permission to add product items and president focused strategy
Series B	2027~2028	<i>5 billion won</i>	<i>KRW 60 billion</i>	Expansion of imported products and R&D company M&A
IPO	2029	<i>10 billion won</i>	<i>KRW 100 billion</i>	Mass Production of Products such as Factory Construction