



美华国际医疗
MEIHUA INTERNATIONAL MEDICAL

Meihua International Medical Technologies Co., Ltd. (MHUA)

Investor Presentation
May 2024

<http://www.meihuamed.com/>

Forward-Looking Statements

This presentation contains forward-looking statements as defined by the Private Securities Litigation Reform Act of 1995. Forward-looking statements include statements concerning plans, objectives, goals, strategies, future events or performance, and underlying assumptions and other statements that are other than statements of historical facts. When the Company uses words such as "may," "will," "intend," "should," "believe," "expect," "anticipate," "project," "estimate" or similar expressions that do not relate solely to historical matters, it is making forward-looking statements.

Forward-looking statements are not guarantees of future performance and involve risks and uncertainties that may cause the actual results to differ materially from the Company's expectations discussed in the forward-looking statements. These statements are subject to uncertainties and risks including, but not limited to, the following: the Company's ability to achieve its goals and strategies, and its ability to fully execute on the planned agreement, the Company's future business development and plans of future business development, including its ability to successfully develop robotic assisted surgery systems and obtain licensure and certification for such systems, financial conditions and results of operations, product and service demand and acceptance, reputation and brand, the impact of competition and pricing, changes in technology, government regulations, fluctuations in general economic and business conditions in China, and assumptions underlying or related to any of the foregoing and other risks contained in reports filed by the Company with the U.S. Securities and Exchange Commission ("SEC").

For these reasons, among others, investors are cautioned not to place undue reliance upon any forward-looking statements in this press release. Additional factors are discussed in the Company's filings with the SEC, including under the section entitled "Risk Factors" in its annual report on Form 20-F, filed with the SEC on April 24, 2024, as well as its current reports on Form 6-K and other filings, all of which are available for review at www.sec.gov. The Company undertakes no obligation to publicly revise these forward-looking statements to reflect events or circumstances that arise after the date hereof.



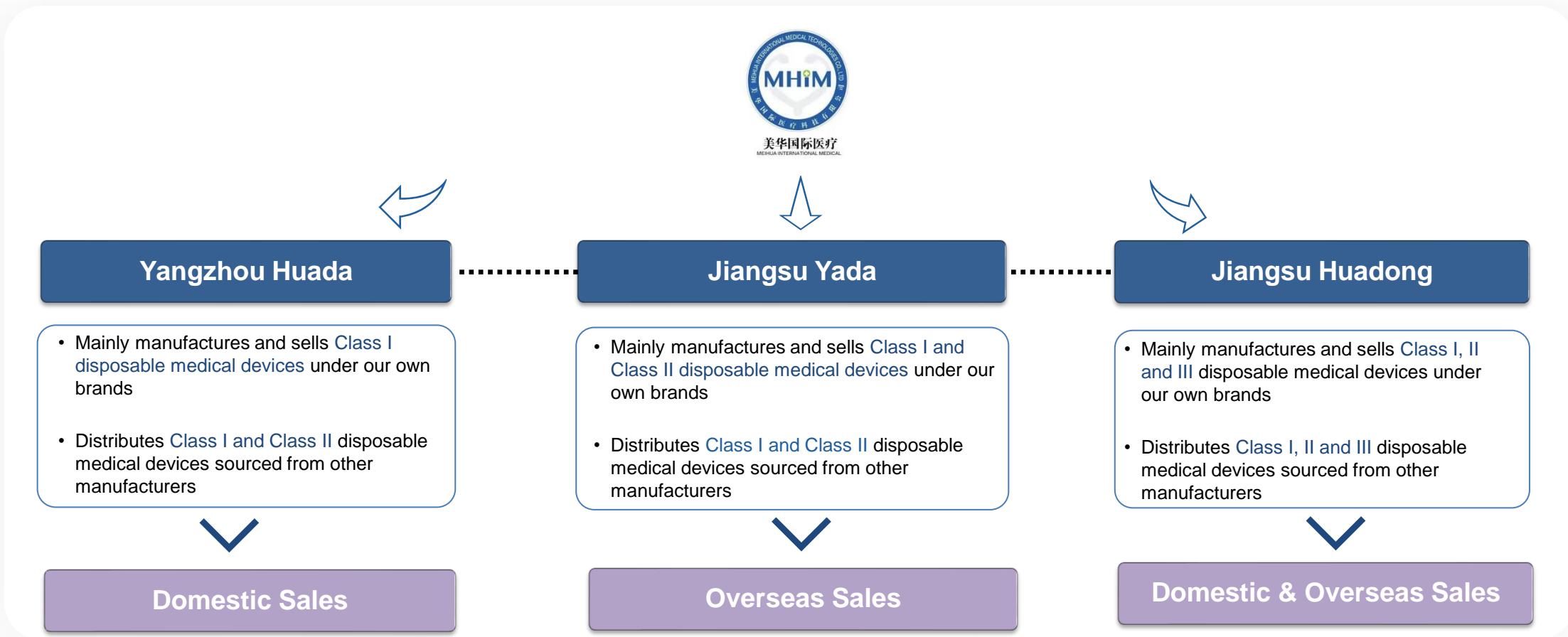
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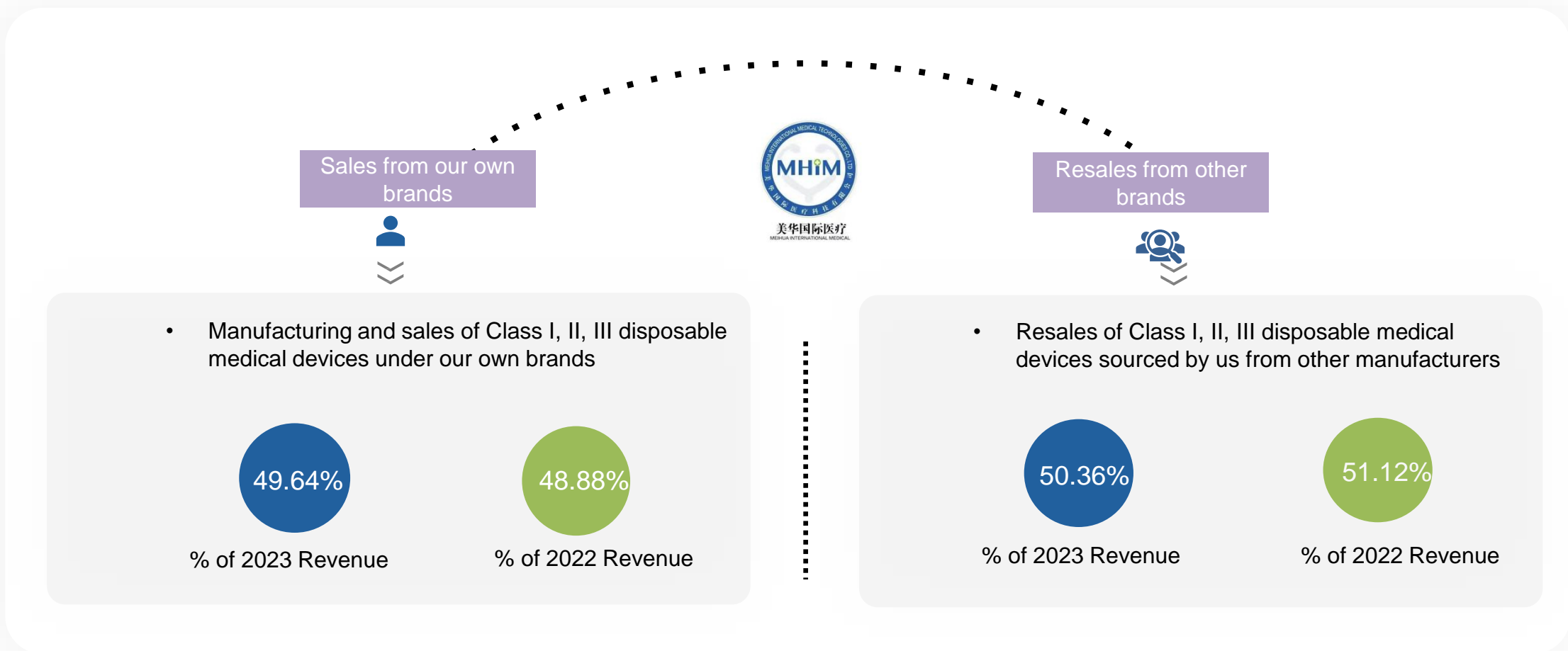
We are a Top Provider of Class I,II,III Disposable Medical Devices in China




We operate our business through **three operating subsidiaries** in PRC



Our Multifaceted Revenue Model



Our comprehensive Sales Ecosystem and Revenue Model



International Model

- Export medial devices through exporting distributors
 - 339 exporting distributors
 - Each distributor overseas at least 3 overseas customers
- Deliver supplies to customers
 - Customer based in Europe, North America, South America, Asia, Africa, and Oceania.
 - 4900+ Total Customers

5% of 2023 Revenue
4.8% of 2022 Revenue



\$96,682,474 Total 2023 Revenue

\$103,317,145 Total 2022 Revenue



Domestic Model

- Deliver direct sales to domestic customers
 - Solid client base with more than 540 hospitals and medical institutions
- Provide medical supplies to hospitals, pharmacies, and other medical institutions through distributors
 - 3424 distributors across China

95% of 2023 Revenue
96.2% of 2022 Revenue

1. Strong Sales & Distribution Network established via over 40-year operation

339 exporting distributors

Each distributor covers at least three overseas customers

3424 domestic distributors **4981** independent sales agents

Supply medical devices to hospitals, pharmacies and medical institutions across China



International

4900+ customers

Clients based in more than 30 countries in Europe, North America, South America, Asia, Africa and Oceania



Domestic



540 hospitals, medical institutions

Direct sales to a solid base of domestic customers

2. Fully licensed manufacturer with market-oriented R&D and 27 in-house patents



CE, FDA certified

- Sound quality assurance system
- 20+ certified products
- ISO 13485 certification



Wholly licensed

- Production license
- Operation license
- Export registration for Class I, II, and III medical devices



Strong R&D

- Expert R&D crew of 69 people, 11.2% of our personnel
- \$2.75 million R&D spending in 2023

We also cater for customer specific demands

- Work with sales agents, universities, distributors
- Close communication with hospitals, medical institutions

3. Massive distribution network of clients, distributors, and suppliers



Employees in our sales department



Independent sales agents



Distributors for domestic sales



Exporting distributors for overseas sales



Hospitals

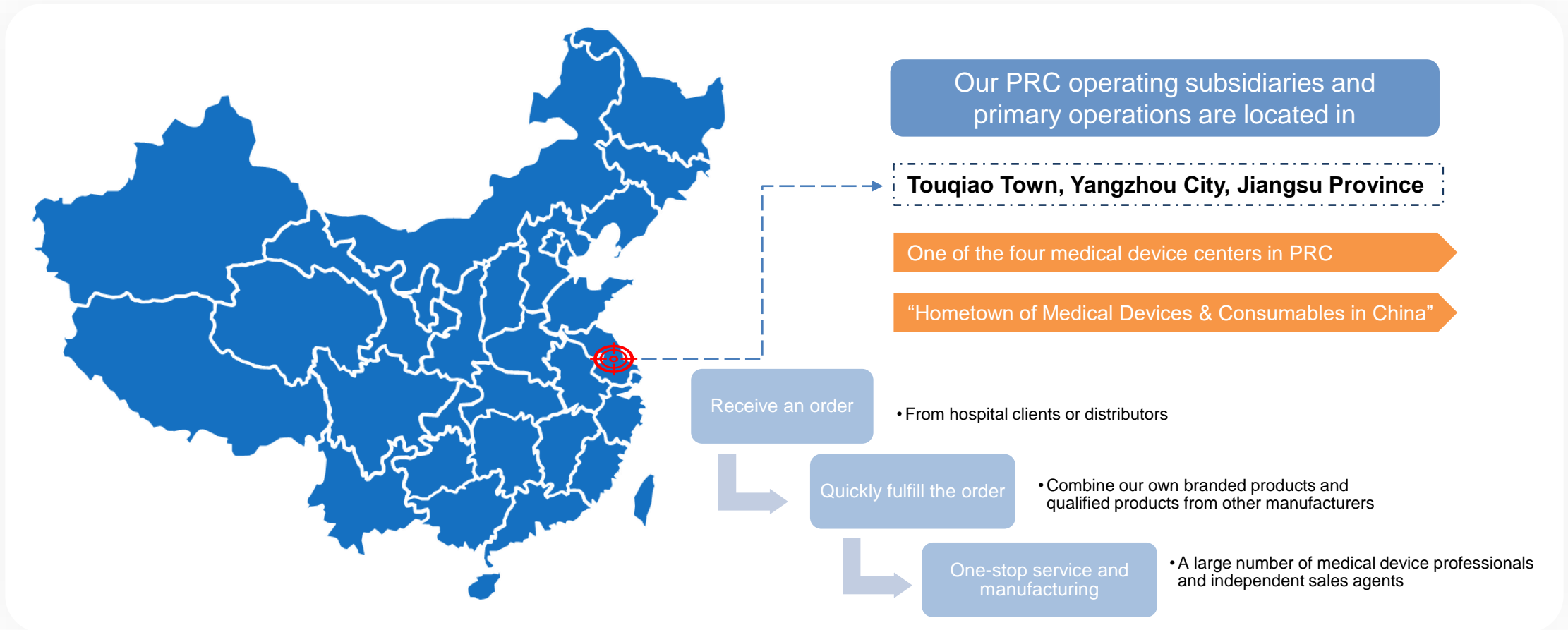


Pharmacies



Medical Institutions

4. Geographical advantages allow us to provide one-stop service to our customers at reduced cost⁴



5. Leading competitive position maintained by high quality standard systems



Core Value

- Quality: We aim to become a world-leading manufacturer of medical consumables with high quality.
- Safety: It depends on the effectiveness of our quality control system.



Quality Management System

- Applied strategies acquired during the long-term business transactions with major medical institutions across China
- Developed a sophisticated quality management system



Internal Control Standard System

- Developed a stringent and effective internal control standard system
- All products that fall within our quality control system are subject to quality inspection before delivery

6. Market-driven research and development allow for continual improvement and long-term client loyalty

Market-oriented R&D Approach



69



\$2,753,315
(2023)



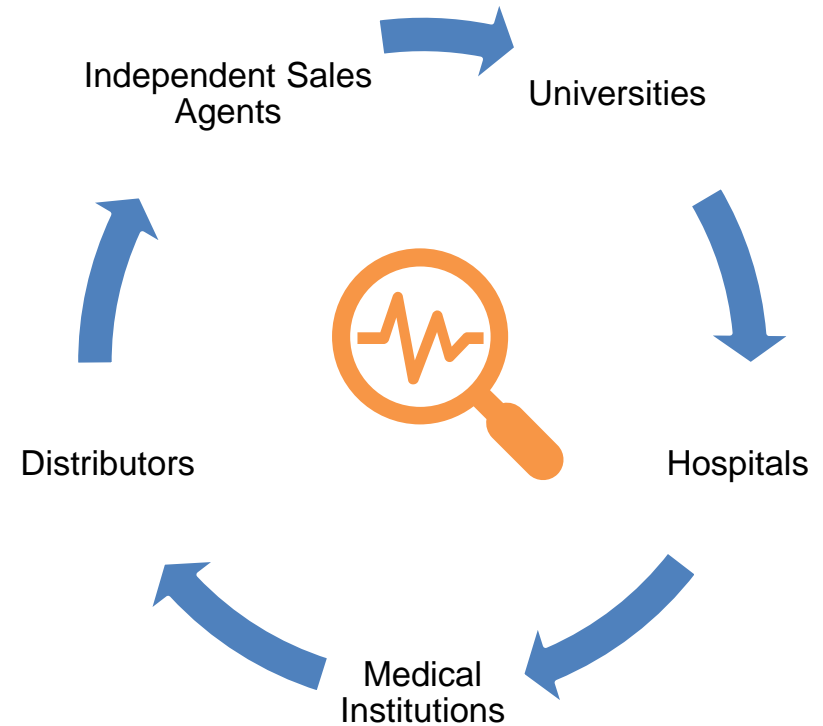
\$2,962,904
(2022)

R&D team of 69 people – 11.2% of our total employees

Investment in the products and R&D in 2023: \$2,753,315

Investment in the products and R&D in 2022: \$2,962,904

Active Cooperation to better suit customers



7. Visionary and experienced management team

Core Value of our founding management team



Building a trusted brand and always doing the right thing for people



Yongjun Liu – Founder & Chairman

- A successful entrepreneur with over 40 years experience in the medical device industry
- Awarded as Excellent Entrepreneur, Honest Entrepreneur Representative and Medical Device Industry Representative for many times
- Keen on public welfare undertakings
- Sponsored various impactful undertakings such as road reconstruction in towns and villages, donations to the Red Cross Society, reconstruction of nursing homes, poverty alleviation and aid for students

Our Experienced Management Team Able to Leverage The Capabilities of Our Organization

Xin Wang, CEO and Director

- Xin Wang is the CEO and Director of MHUA since December 1, 2022.
- Previously, he was the CEO of Jiangsu Yada from 2021 to 2022.
- He served as Vice General Manager at Shanghai New Asia (Group) Co., Ltd. from 2020 to 2021, leading production management, market expansion, and research and development of Chinese traditional medicines.
- From 2018 to 2020, he held a key position at Panda Group, Inc., overseeing business expansion and brand strategy in the U.S. market.
- He has prior experience as a financial analyst at Morgan Stanley and an area manager at Citibank, N.A.
- Xin Wang has a bachelor's degree in Financial Mathematics & Statistics Analysis and Computer Science from the University of California Santa Barbara.
- He also holds a master's degree in Actuarial Science from the same university, earned in 2012.

Lianzhang Zhao, CFO

- Lianzhang Zhao is the Chief Financial Officer of MHUA since December 1, 2022.
- Prior to his role at MHUA, he was a Senior Partner at Yangzhou Hanrui Accounting Firm from 2013 to 2022.
- From 2000 to 2013, he served as the chief financial officer of Yangzhou Guolian Garment Factory Co., a Sino-U.S. joint venture company in China.
- Lianzhang Zhao is a certified public accountant ("CPA") in China, leveraging his diverse financial accounting experience across international markets for MHUA's financial reporting.
- He received his bachelor's degree in Financial Accounting and Economic Management in 1990 from Yangzhou University.

01

Strictly regulated industry

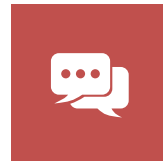


High barriers to entry

- Class I devices subject to recordation administration
- Class II, III subject to registration administration

02

Approved distributors



Verification on qualifications

- Business license and disposable medical device operation license
- Exporting license
- Sales channels and distribution capacity
- Business reputation

03

Quality



High quality standard

- Medical device qualifications
- Production and operation licenses
- Registration devices certificates
- Inspection report

04

Market growth potential



Overall improvement of living standard

- Increased demand for medical care and health concern
- Covid-19 drives demand and industry grew by 28.82% in 2020
- Entire low value disposable medical device industry expected to exceed RMB100 billion, or \$14.5 billion

We are exploring application of ChatGPT technologies to develop AI health consultation services (Speed Fox Platform)

- We will collaborate with Huadong Technology University to expand the application of ChatGPT technologies.
- Speed Fox can help factory to analyse real time data, monitor the order status, and provide shipment cost.
- Speed Fox 2.0 version will improve customer's online health consultation, feedback, and place order without wait.
- We already have 7 business users joined the testing, and will lunch it in late this year.

Equity interest acquisitions

In 2024, we acquired equity interests in two high-quality companies: Jiangsu Zhongxiangxin International and Jiangsu Guomai Medical Equipment Co. (conditional pre-investments)

Aiming to further integrate upstream and downstream resources across the medical industry

To significantly improve our overall logistics and distribution capabilities: adding a new medical logistics platform, supplier management system and expanded sales channels



Develop robotic surgical system for production launch

We have formed a dedicated team for research and development in this area.

The focus is on designing a surgical robotic assisted surgery (RAS) system and integrating related software and hardware

RAS systems typically include surgeon-controlled robotic arms, a master controller, and a sensory system for user feedback

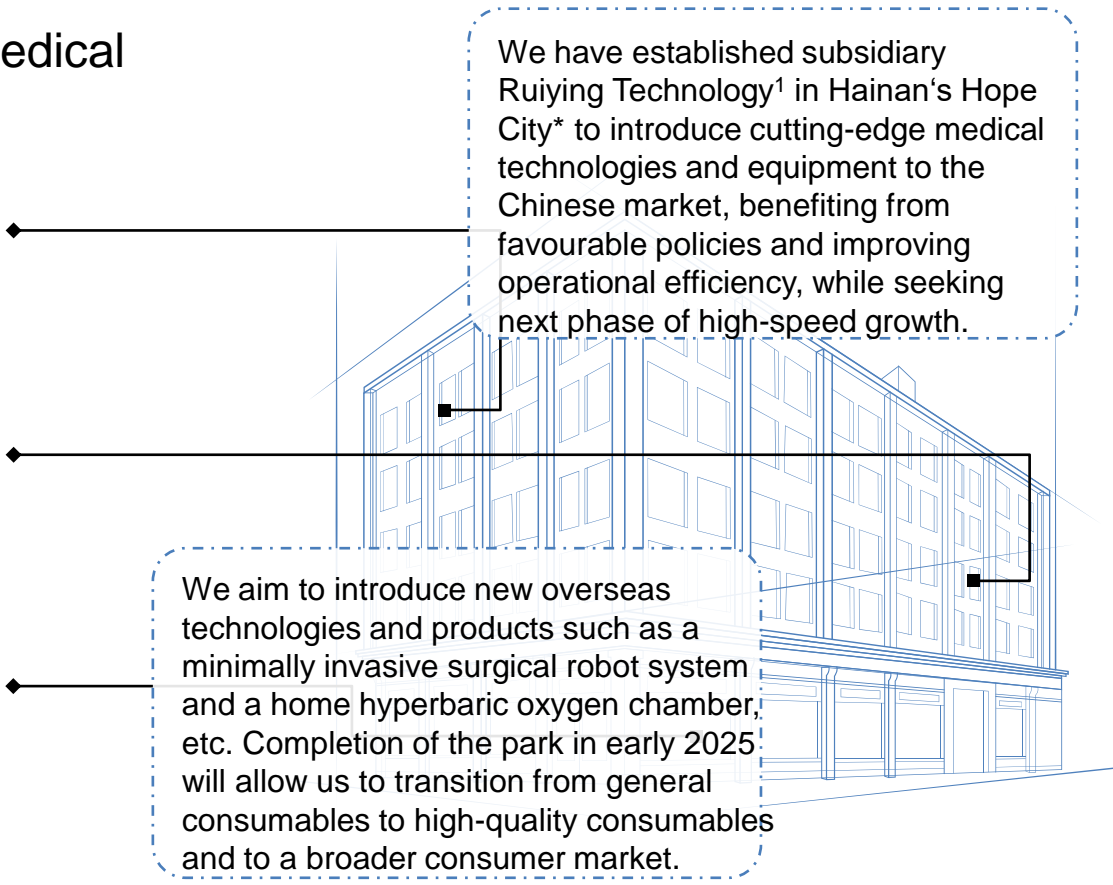


Market potential for RAS systems in China due to the country's large, aging population and uneven distribution of medical resources

RAS systems can help complete complex surgical operations intelligently, safely, and efficiently, while reducing the strain on medical staff and addressing resource disparities

We have started construction on a comprehensive medical industrial park in Hainan's Hope City* in China.

- The park will focus on surgical robot research, development, production, and testing. We are negotiating on a potential partnership with an Israeli company for surgical robot technology. The robots will be used for remote training of doctors, complex surgeries, and more.
- The park will also handle conventional medical device production and international trade.
- A secondary hospital within the park will offer comprehensive services with robotic assistance.
- The park will include a research centre, assembly workshop, export sales company, and elderly care solutions.



We have established subsidiary Ruiying Technology¹ in Hainan's Hope City* to introduce cutting-edge medical technologies and equipment to the Chinese market, benefiting from favourable policies and improving operational efficiency, while seeking next phase of high-speed growth.

We aim to introduce new overseas technologies and products such as a minimally invasive surgical robot system and a home hyperbaric oxygen chamber, etc. Completion of the park in early 2025 will allow us to transition from general consumables to high-quality consumables and to a broader consumer market.

*Hope City refers to Hainan Free Trade Port Boao Hope City ("Hope City") in Qionghai City, Hainan Province.

¹: Ruiying Technology refers to Hainan Ruiying Technology Co., Ltd.

1. Expand sales and distribution network

1

Leveraging local resources for quick market entry and integrate resources from upstream and downstream of the medical industry

2

Minimizing requirements for capital outlay



3

Further gaining market share in existing markets and accessing a broader range of customers

2. Enhance abilities to attract, incentivize, and retain talented industry professionals

Formulating a market-oriented employee compensation structure

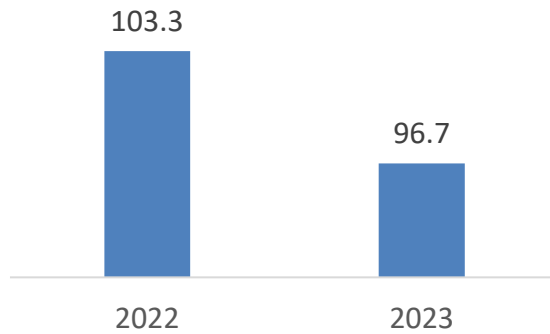
Implementing a standardized multi-level performance review mechanism

Maintaining and improving competitive advantages in the market

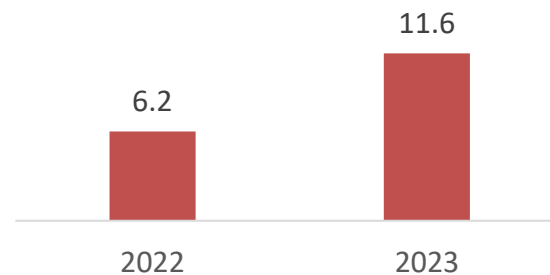


Attract additional and retain mid- to high-level personnel

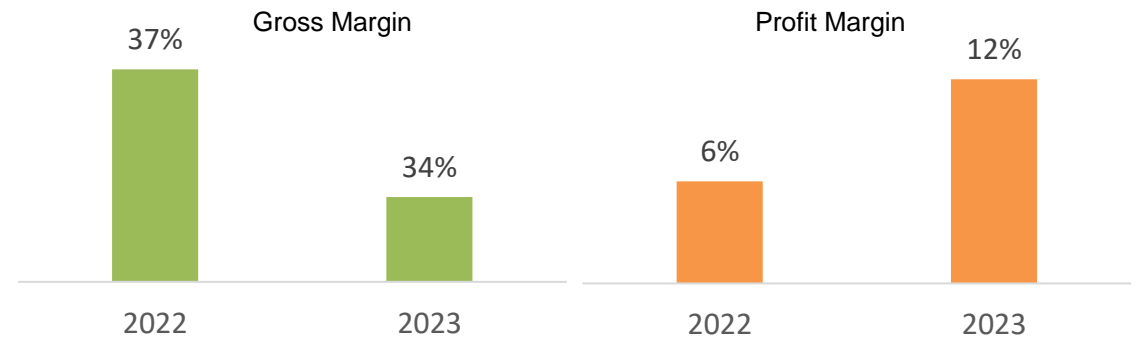
1 Stable revenue (\$MM)



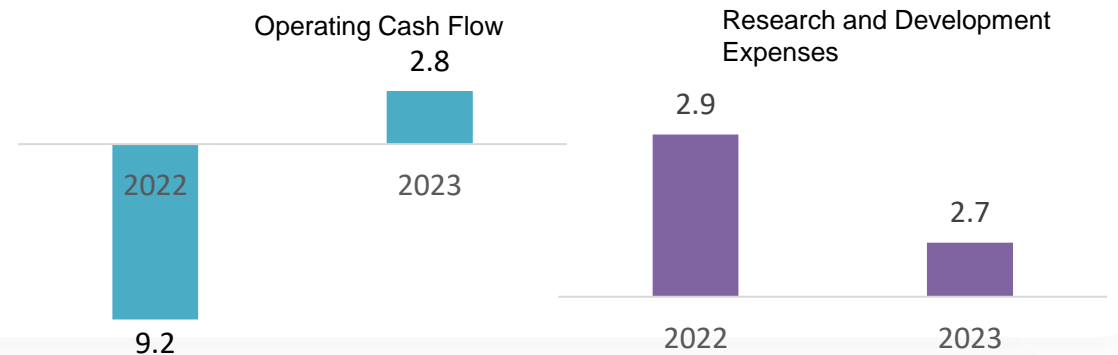
3 Net income (\$MM)



2 High Gross Margin and Profit Margin



4 Healthy Liquidity and Growing Expenses in R&D (\$MM)





THANK YOU

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