

Replant 4 Care Ltd. & Replant Group Hungary



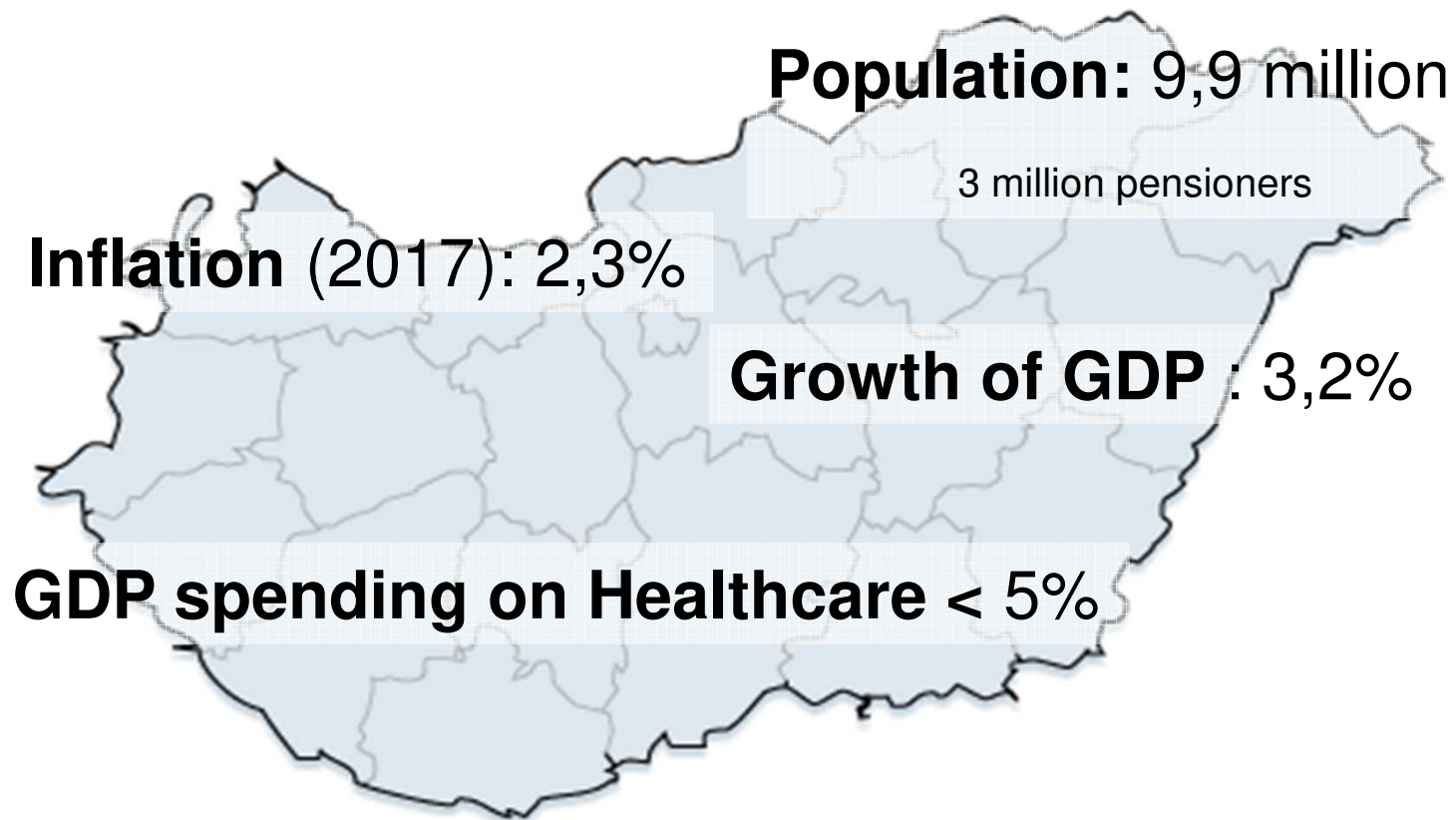
Our mission

**„We are in those segments of the Health Care business where we can be among the first three players.
We offer high quality products and unique services.
We grow together with our partners.”**

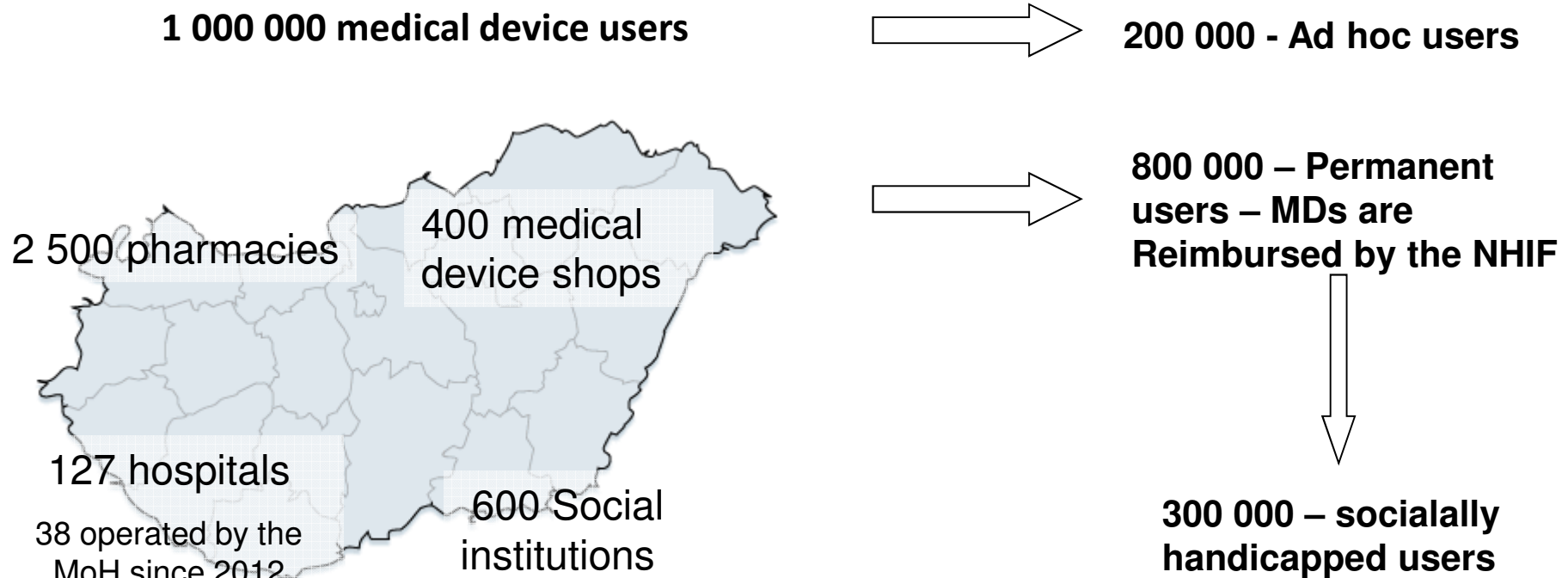
Hungary – within the Central-Eastern European region



Main data



Main data



Economic indicators

	2011	2012	2013	2014	2015	2016	2017
GDP	1,7%	-1,6%	2,1%	4,2%	3,4%	2,2%	3,2%
CONSUMPTION (annual variation in %)	0,7%	-2,2%	0,2%	2,5%	3,4%	4,9%	3,2%
REAL INCOME (annual variation in %)	2,4%	-3,4%	3,1%	3,2%	4,4%	7,4%	4,2%
Unemployment Rate	10,7%	10,6%	9,1%	7,1%	6,2%	4,4%	4,3%
Export (annual variation in %)	6,5%	-1,8%	4,2%	9,1%	8,5%	3,4%	4,8%
Import (annual variation in %)	4,4%	-3,5%	4,5%	11,0%	6,4%	2,9%	8,1%
Foreign Trade Balance (mrd EUR)	7,1	6,6	6,6	6,3	8,6	10,1	9,9
Public Debt (% of GDP)	80,7%	78,2%	76,6%	75,7%	74,7%	74,1%	73,1%
Inflation	3,9%	5,7%	1,7%	-0,2%	-0,1%	0,4%	2,3%
Nominal GDP (mrd HUF)	28 304	28 781	30 247	32 592	34 324	35 420	36 553
FX HUF/EUR (MNB)	279,21	289,42	296,92	308,66	309,90	311,46	312,38

Replant Group

- Our activities: distribution and manufacture of medical devices
- Mission: „Reliable Solutions in HealthCare”



Replant 4 Care Ltd. is a part of Replant Group



Medical Devices for Community Care



Specialized for Hospital Supply



Professional Field Rep. Services



Manufacturer of orthoses

Management



Zsolt Jóbai
General Manager
Owner of 70% shares



Péter Hanga
Professional Managing Director
Owner of 15% shares



Norbert Komenda
Finance Director
Owner of 15% shares

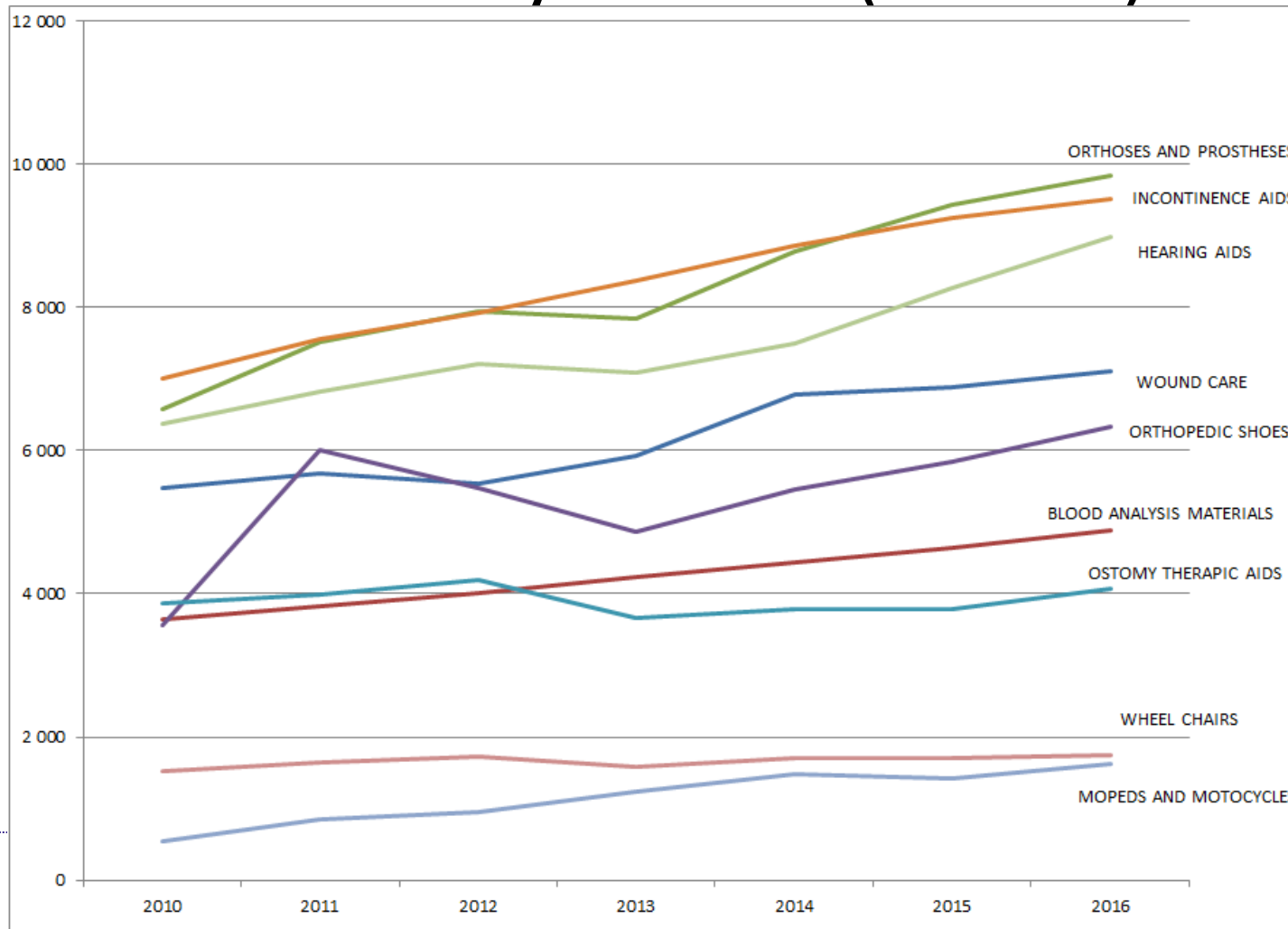
Community market

Reimbursed MDs

Community segment

- Social security system: almost all the Hungarians are covered by National Health Insurance
- Outpatient (home-care and elderly homes)
 - REIMBURSEMENT:
 - Medicines and medical devices can be prescribed by professionals.
 - Nurses are not authorized for giving prescriptions
 - Products are usually reimbursed at 80% (exception: ostomy at 98%)
 - Cheapest products can be reimbursed at 100% for socially handicapped people (with low income).

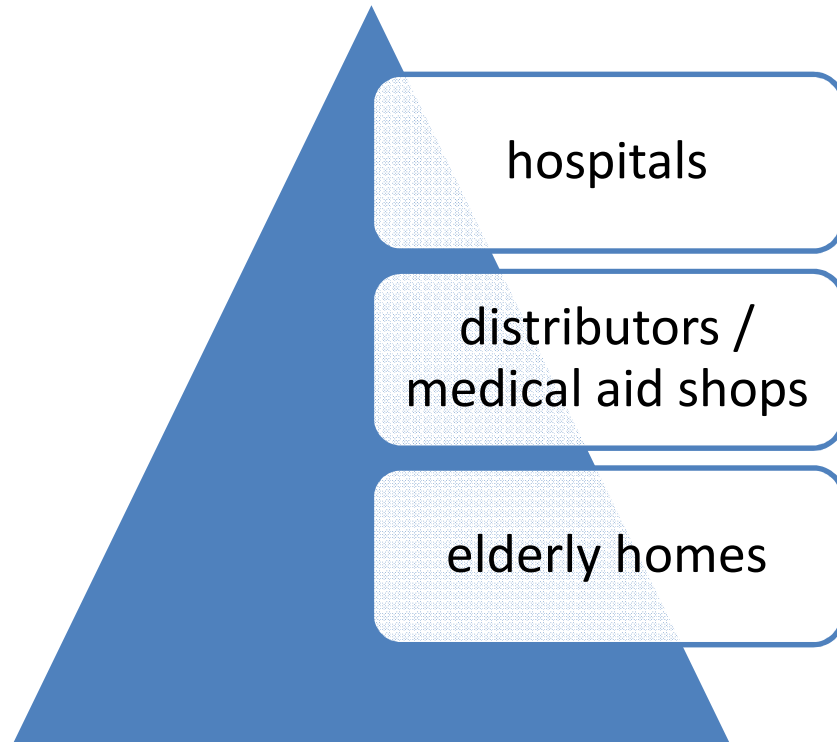
NHIF Main Expenditures Community Market (M HUF)



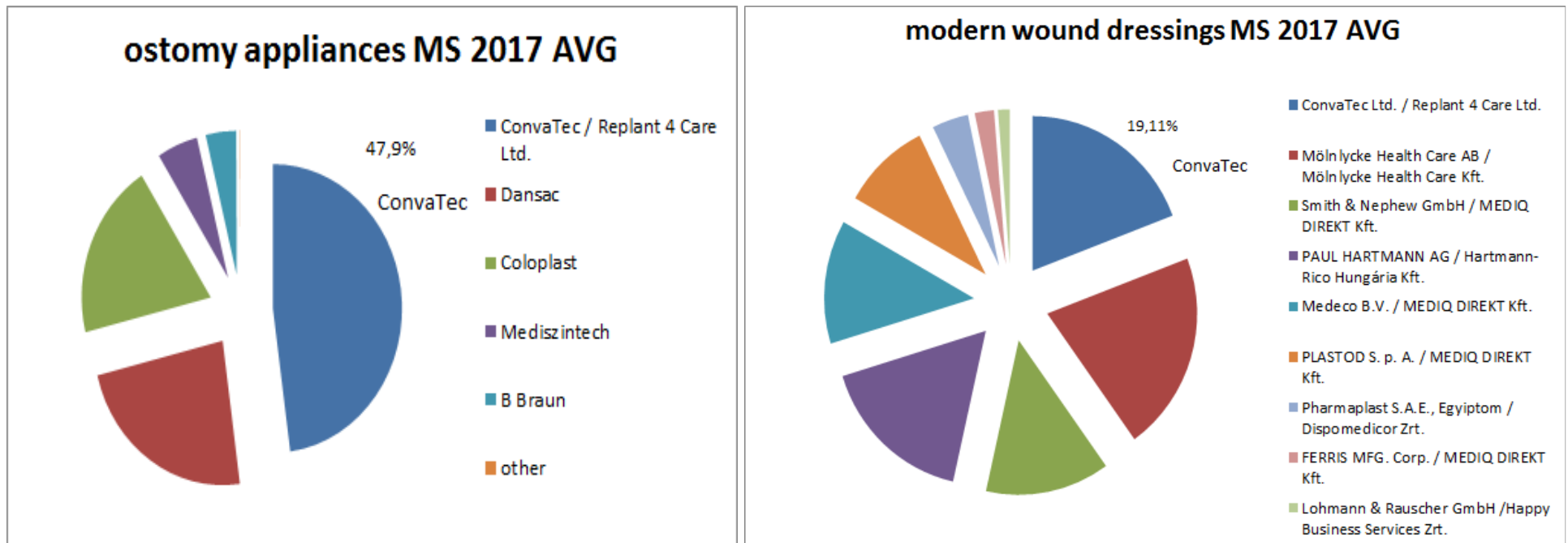
Main product groups in R4C

- Ostomy Care Products
 - Wound dressings
 - Compression bandages and stockings
 - Wheelchair cushions for pressure sore prevention
 - Incontinence pads and diapers
 - Urinary catheters
 - Skin clean and care products
-
- Manufacturers: Attends, ConvaTec/Unomedical, KOB, Medi, Sanyleg, Trulife, Tytex

Our partners



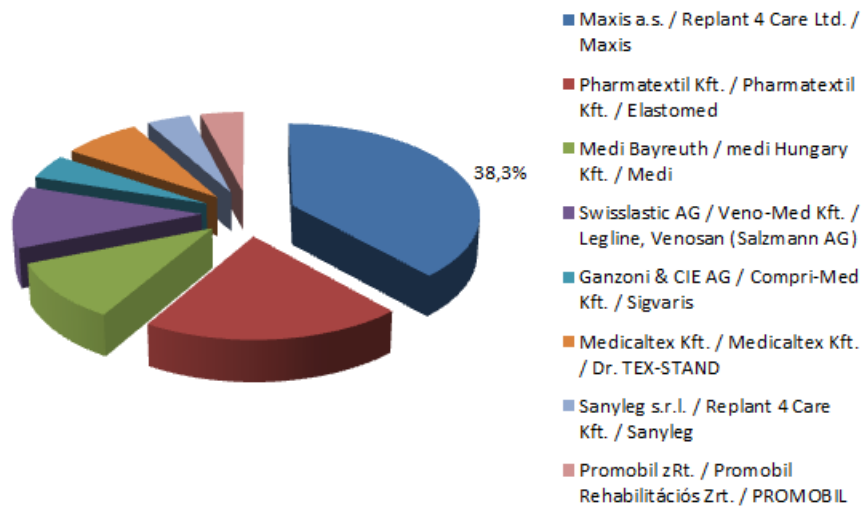
Market shares (data from National Sick Fund)



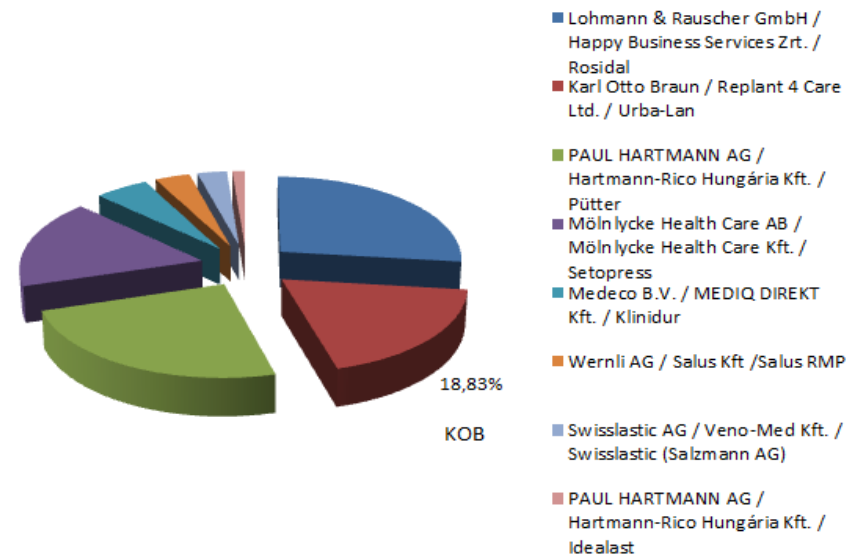
Replant has been market leader in Hungary with ConvaTec products for 25 years



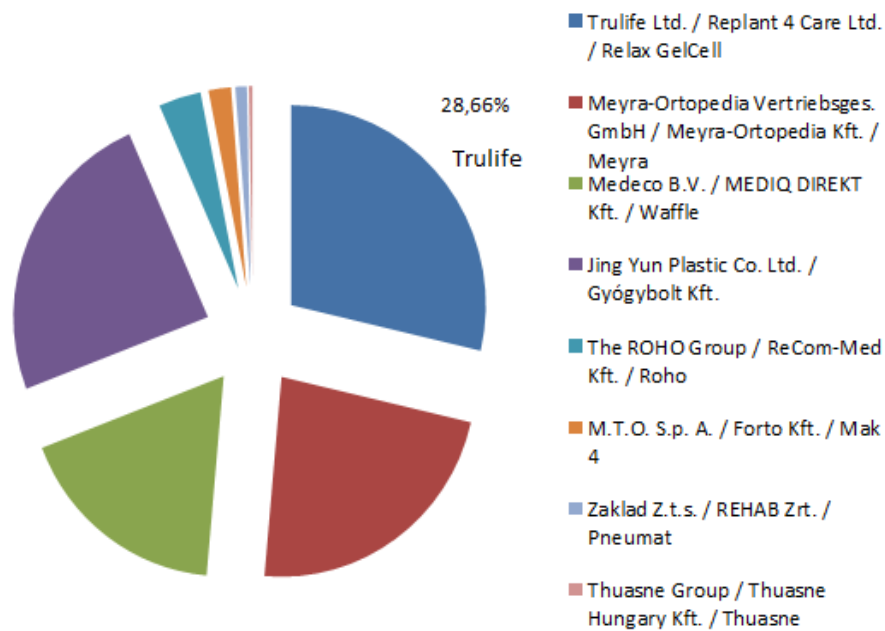
compression stockings MS 2017 AVG



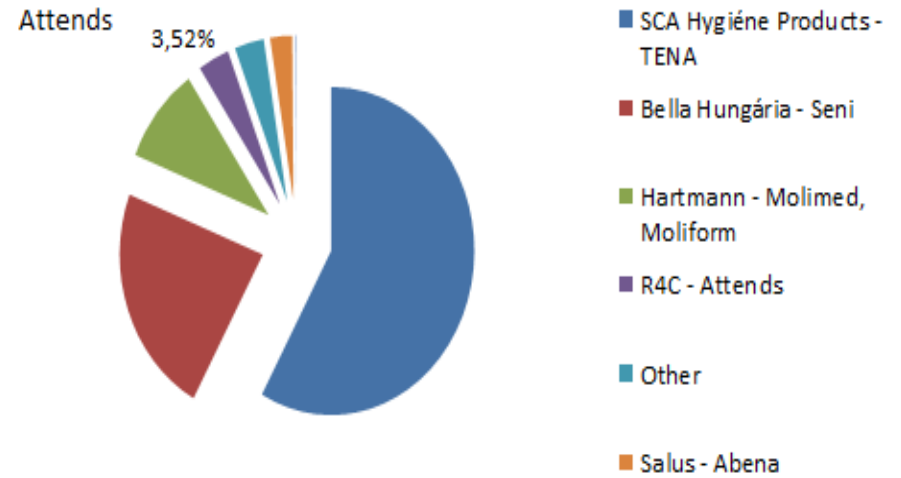
compression bandages MS 2017 AVG



wheelchair cushions MS 2017 AVG



incontinence products MS 2017 AVG



Our services for ostomy patients

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Nándorfejérvári út 35.

FŐLDAL CÉGÜNKRŐL WEBSHOP SZAKMAI TARTALOM DOKUMENTUMTÁR KAPCSOLAT ABOUT US

ÉLET SZTÓMÁVAL



- [Patient green line](#)

- www.replant4care.hu

-website section for ostomy patients

-advice and help in several topics

-promoting ConvaTec accessories

- www.sztoma.hu

-basic information, preparing for surgery, about stoma, product types, links to www.replant4care.hu

- [Wikipedia link \(Hungarian\)](#)

https://hu.wikipedia.org/wiki/Szt%C3%B3ma_%28orvostudom%C3%A1ny%29

Thank You for your attention!