

BL Scientific Solutions – Cambodia at a Glance



>322

Existing customers



208

Potential customers



12

Sales staff



12

Application specialist
& Service engineers



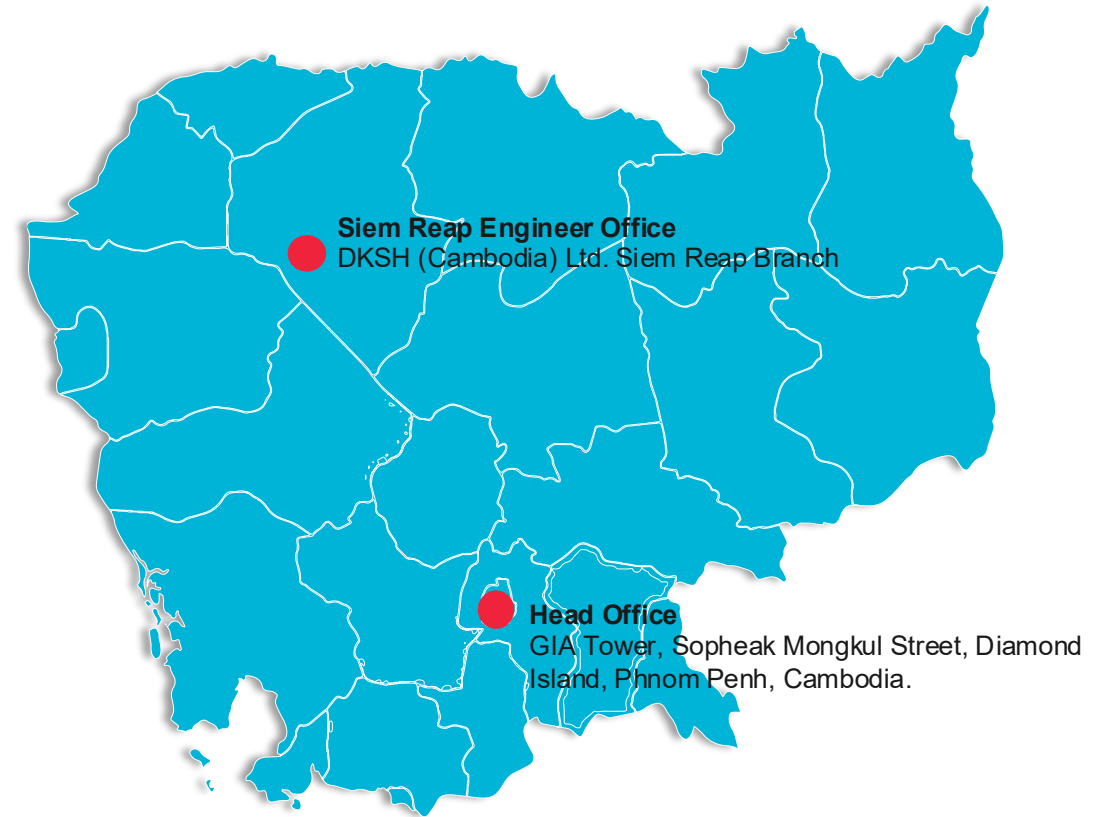
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Office



0

Application labs



Market Coverage and Service Offerings



Key Services

Scientific Solutions

- Sales and marketing
 - Advance Analytical Instrumentation
 - General Lab
 - Lab Furniture
 - Consumable Product
- After-sales Service and Maintenance
 - Spare parts and repairs

Main Market Segment

- Hospital
- Pharmaceutical
- Food & Beverage
- Education & Academics
- Mining and Minerals
- Service Testing Lab
- Agriculture and Agri-agro-industry
- Public/Government Research Lab Center
- Oil & Gas

Some of Our Key Customers

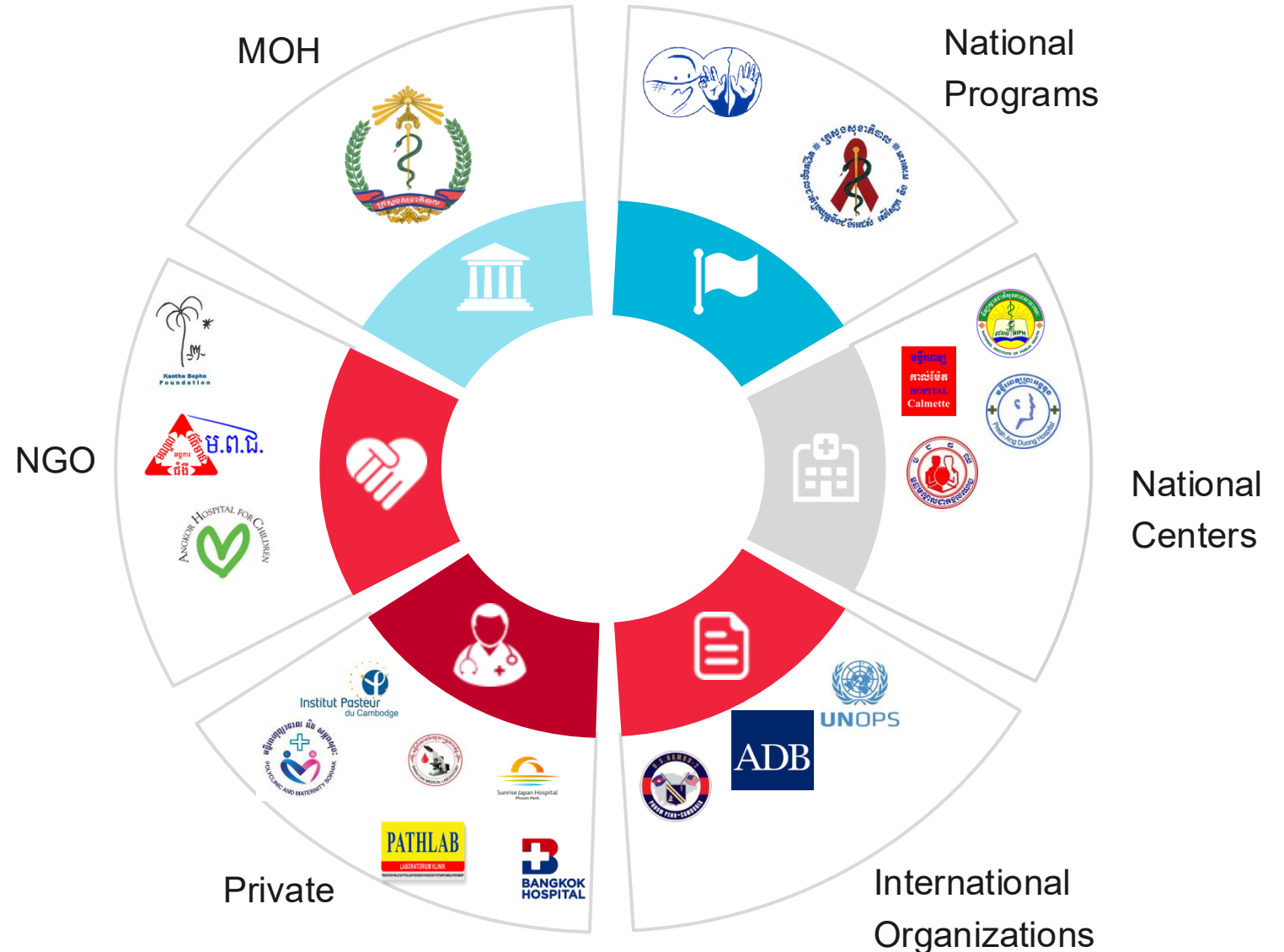


We practice a Key Account approach for Projects across Govt and Pvt channels



DKSH not only provide Medical Device solution to customers but also do Key Account Management (KAM) by

- Customer requirements
- Education/training programs
- Policy support
- Turnkey projects



Key Insights



Food and Beverage

- Quality assurance and control becomes the source of leading SMEs enterprises to evolve and expand the market.
- The demand of meat supplying due to population growth leads the animal feed industry to be more invested.
- Upcoming investment in Cambodia on brewery and soft drink.



Education and Academics

- Government implements STEM programs from secondary school to higher education.
- University's laboratories are developed under funds of KOICA, ADB, World Bank, and JICA.



General Market Update

- Exclusive brands
- Quality products
- Experiences & Qualified After Sales
- Professional teamwork
- Reference customers
- Competitors :
 - small local company
 - Roche invest without ROI
- Lower systems price
- Compliance



Agriculture and Agri-agro-industry

- We are **No.5 of rice exporter** in the world.
- In the next 3 years, government builds the laboratory to control on the grain quality.
- There's an opportunity that the rice exporter enterprises evolve themselves to have their quality control laboratory.



Mining and Mineral

- Investment on infrastructure of city generates the demand of construction raw materials.
- Key customer "Renaissance Mineral" expand their gold mining operations beyond the current location.
- Renaissance Mineral Cambodia (Okvau project) has extracted 300-400 kilograms of gold ore each month.

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Public Sector

- KanThak Bopha Hospital
- Hospital Calmette
- Institute Pasteur of Cambodia
- Ministry of Health
- UNOP
- Public Hospital
- NIH
- NCHADS.....

Market leader on install base
MOH tender locked every few year

Private Sector

- MoPo Tsyo Medical information Center
- Path Lab
- Sokhak Polyclinic&Marternity
- Medicare Angkor Polyclinic
- Laboratory Battambang
- Doctor Lab
- Private Clinic....

Placement business model
Sales for small systems

Business Update

Placement projects 2020-2022

Placement Customer in 2020

1. HK Medicare Angkor Polyclinic
2. Angkor Hospital for Children
3. Clinic Sokhak
4. Pathlab

Placement Customer in 2021

1. Kampong Chhnang Hospital
2. Prey Veng Reference Hospital
3. Steung Treng Reference Hospital
4. NMCHC
5. Diamed Specialized Laboratory
6. Toul Songke Diagnostics Center
7. Diagnostics and Detection Laboratory
8. Ruampat Yasuthon Internation Clinic
9. Dr,BORN SOKHA
10. V Trust Laboratory
11. Siem Reap Medical Care

Placement Customer in 2022

1. Siem Reap Province Reference Hospital
2. Talao Olympic Clinic
3. Sopheak Monkul Sreveal Clinic
4. MongkulSok Clinic
5. Bakong SenSok PolyClininc
6. Preas ANgDoung Hospital
7. DDL Laboratory
8. Heng Sovannda Clinic
9. Heng Chan Visal Clinic
10. Mr. Phon Sovannarith
11. Dr. Ly Tech
12. Mlis Both Preah Vihear

Business Update

Placement projects 2023-2025

Placement Customer in 2023

1. V Care Sensok Clinic
2. Orienda Hospital
3. Preah Ang Doung Hospital
4. Ponler Phsar Ler Laboratory
5. Sanine Premier Clinic
6. Vitro Laboratory
7. Sokha Komboul Polyclinic
8. Primmed Medical Laboratory
9. Diagnostic and Detection Laboratory
10. Biosante Phnom Penh Medical Laboratory

Placement Customer in 2024

1. Mony Clinic
2. Takeo refence Hospital
3. Kampong Cham Hospital
4. Neak Porn Sokhapheap Laboratory
5. Khema Laboratory
6. Rumpet Hospital

Placement Customer in 2025

1. Dekvada Medical Center
2. ANUSA Polyclinic
3. WellMed Medical Laboratory
4. Kratie Reference Hospital
5. Pallin Hospital
6. Snoul Reference Hospital
7. Poipet Reference Hospital
8. Preah Sdach Reference Hospital
9.

More than 70 systems were installed since 2015 (Excluded ADB)

Product Portfolio

BL Scientific Solutions – Cambodia



Advanced Analytical Solutions



- Particle characterization
- XRF and XRD



- Software



- Chromatography
- Mass Spectrometry
- ICP
- AAS



- Can's Quality
- Control Equipment

General Lab



- Microsystem



- Milling, Sieving, and Cutting



- Water Bath
- Lab Equipment



- Incubator
- Chamber



- Microscope
- Pcr Workstations



- Biological Safety Cabinets



- Refrigerator/Freezer



- Laboratory Instrument



- Laboratory Instrument



- Water Activity



- Autoclave, Steam Sterilizers

Product Portfolio

BL Scientific Solutions – Cambodia

Diagnostic Application Equipment



- Rapid Diagnosis Test
- Urine Analysis
- Elisa Kit



- Disinfection & Sterilization



- Pre-analytic Consumable



- ELECTROLYTE



- HbA1c TESTING



- GROUPING-TYPING



- HEMATOLOGY
- BIOCHEMISTRY
- COAGULATION



- IMMUNOLOGY

Consumables



HANGZHOU SPECIAL PAPER INDUSTRY CO.,LTD

- Filter Paper



- Test kits and Hygiene testing



- Chemical reagent



- Filter Paper



- Glassware
- Plastics ware



- Cell Culture

Diagnostic Consumable Team (DC)



Placement Project 2019 to 2026

HORIBA

2019

More than 60 unites



Diasorin

2023

2 units
1 unit will install soon



Afinion 2

2021

More than 20 units



**BD, Blood Culture
& ID/AST**

2019

1 Set Bactec FX
(Top&Buttom)

Calmette Hospital

