

55 nam^o
YEARS
ANNIVERSARY

OPPDAY

Q1 / 2025

23 May 2025



Viroj Chaiturdkiet
Chief Executive Office



Sukhum Phothisawasdee
Chief Financial Officer

Agenda



Company Overview



Strategic Direction 2025



Activities



Financial Highlights

01 Company Profile



Machines



Consumables



Services



CSSD

Central Sterile Supply Department



55 nam^o
YEARS
ANNIVERSARY



nam

Key Milestones

55 **nam**^o
YEARS
ANNIVERSARY

Established

Founded Namwiwat Engineering (1992) Limited Partnership

First Thai autoclave; ISO 13485 certified

Terragene Thailand distributor / launched first LTSF sterilizer

Joint venture with Steelco: Formed TSM for medical pressure tanks

PED certified; won Outstanding SME Award, Thailand Trust Mark

Restructured for IPO; PTT (Innobic) investment; won Most Innovative Award

Launched Serviso Healthcare; won FDA, Asia Pacific, and Carbon Footprint awards; invested in Malaysia

Nam Sui



Terragene



1970

1983

1992

2005

2008

2011

2013

2014

2017

2019

2020

2021

2022

2023

2024

2025



First, Gas steam sterilizers.



Achieved ISO 9001 certification,



Earned CE Mark certification, ensuring global quality compliance



Expanded its factory to 10,000 m², and won the Thailand Corporate Excellence Award for SMEs



ASME certification, validating the quality and safety of its pressure tanks to international standards



ISO 14001 certification Received the Prime Minister's Award for Innovative Technology Management



Won the International Diamond Prize for Excellence in Quality, received the FDA Quality Award, and was listed on the Stock Exchange of Thailand (SET) under the ticker 'NAM'





Vision

Leading medical technology
and innovation

บริษัทฯ ชื่อนำด้านเทคโนโลยีและนวัตกรรมทางการแพทย์

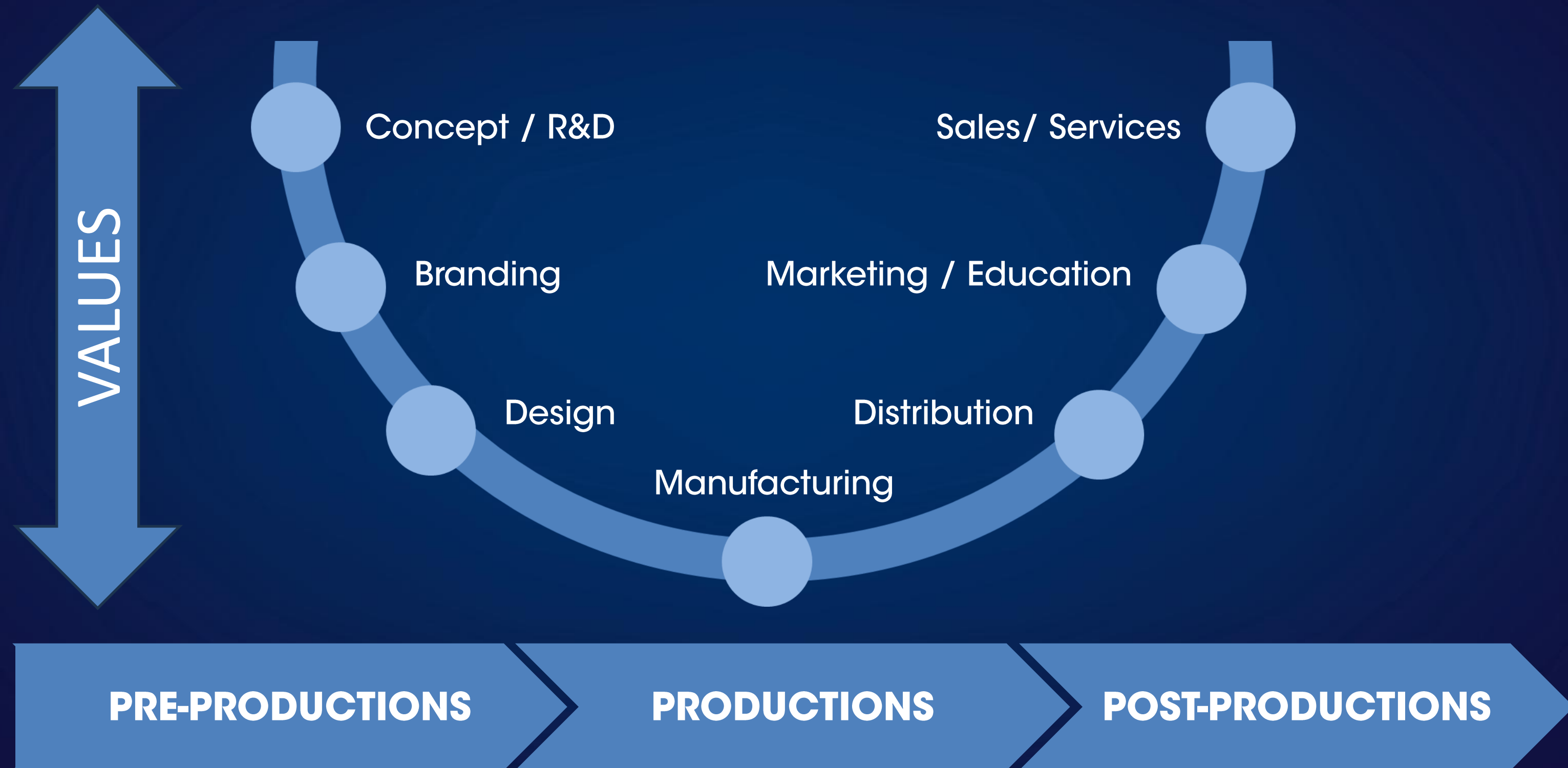


Mission

Deliver better health solution

บริษัทฯ มุ่งมั่นส่งมอบผลิตภัณฑ์และบริการด้านสุขภาพที่ดีขึ้น

Upstream Downstream



Healthcare Industries

55 ^{nam}
YEARS
ANNIVERSARY

Total Technology Solution

Disinfection & Sterilization Technology



Core business since
inception

Medical Waste Technology



Business launched
post-SET listing

Advanced Surgical Technology



Business Revenue

55 nam^o
YEARS
ANNIVERSARY

SM

STERILIZATION MANUFACTURING

Manufacturing and sales of
medical devices.

60%



CS

CONSUMABLES FOR STERILIZATION

Manufacturing and sales of
consumables products.

25%



SV

SERVICES

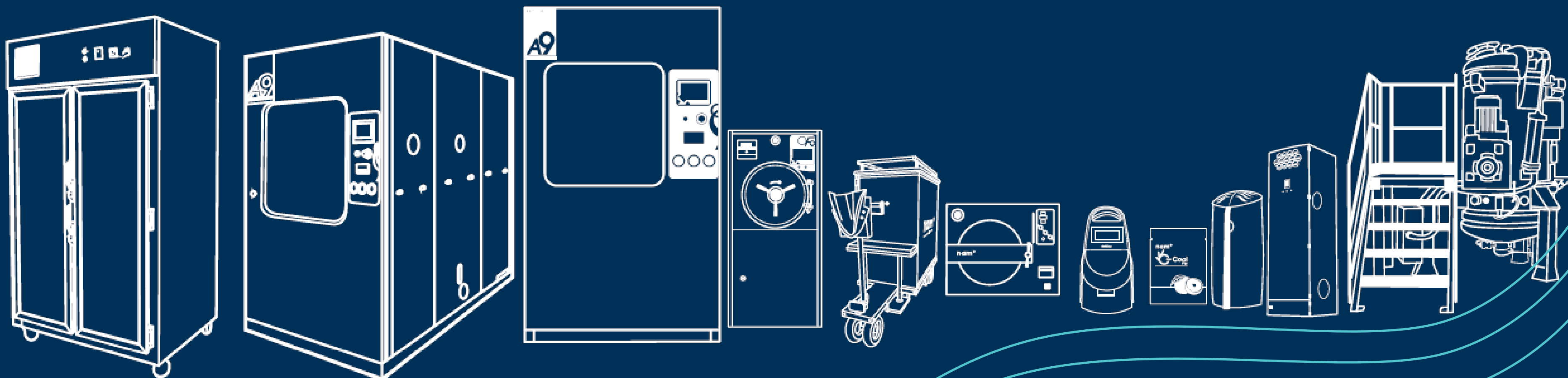
After Sale service and Sterile
services of CSSD, WASTE services

15%





Disinfection & Sterilization Technology



320 SKUs



Reprocessing Processes



2 Medical Waste Technology





โรงพยาบาลจุฬาลงกรณ์
สภากาชาดไทย

อาคารชีวนามัย

เครื่องบำบัด
ขยะติดเชื้อ

55 **nam°**
YEARS
ANNIVERSARY



One way flow



3 Advanced Surgical Technology

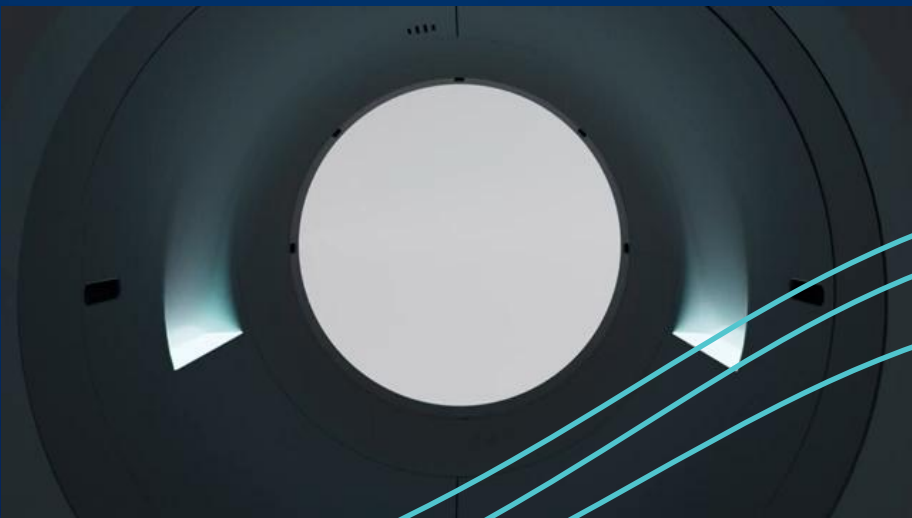
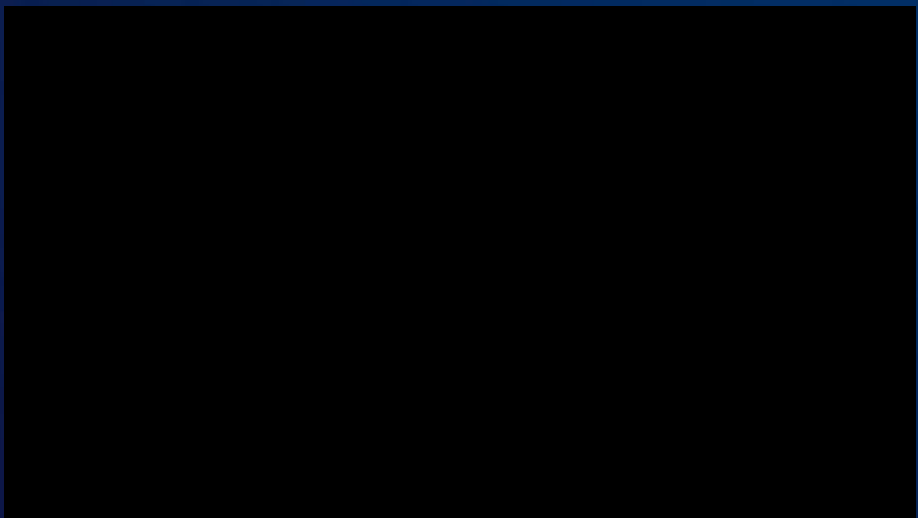
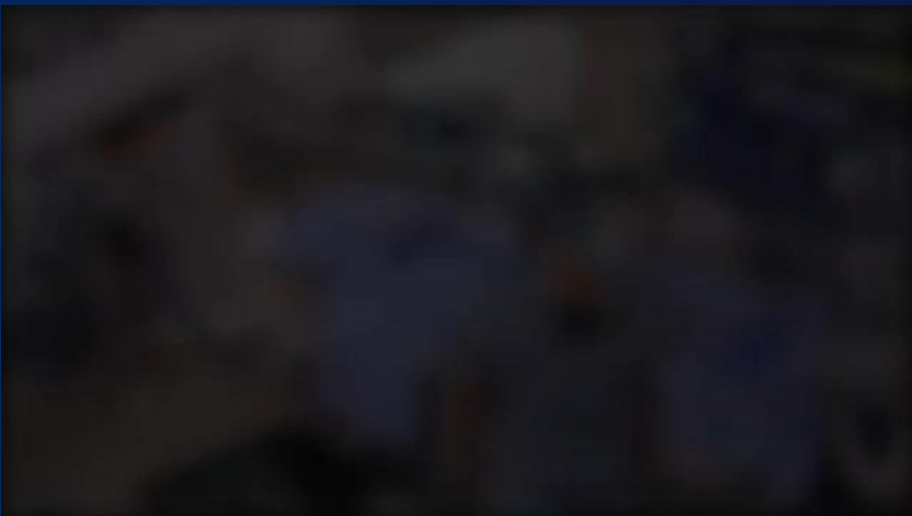


Advanced Surgical Technology

55 nam^o
YEARS
ANNIVERSARY



Philips Azurion 7 C20 with FlexArm



02 Strategic Direction 2025

New Key Strategic Driven

55 nam^o
YEARS
ANNIVERSARY



**Nam Medical
Distribution &
Logistics Network:**



**Strengthen Business
Portfolio:**



**Innovative Medical
Solutions:**



**Clean to Green
Solutions:**

Nam Medical Distribution & Logistics Network:

55 nam^o
YEARS
ANNIVERSARY



Establish **Reintech Sdn Bhd** and **Nam Medical Solution** as a regional powerhouse for efficient distribution and logistics, enhancing supply chain capabilities.



Strengthen Business Portfolio

55 nam^o
YEARS
ANNIVERSARY

2



Research &
Development



Marketing & Sales



Manufacturing



Logistic
/Distribution

Education



Services

Focus on expanding and reinforcing the **"Total Medical Technology Solution"** offering, providing comprehensive solutions across healthcare sectors.
(Innovative Imaging System, and Serviso)

Innovative Medical Solutions

55 nam^o
YEARS
ANNIVERSARY

3



R&D

Shift from **Mid-Tech to High-tech** /
Drive cutting-edge Research &
Development (R&D) and integrate
Artificial Intelligence (AI) to create
transformative medical
technologies.
(New Innovation as DispoVac,
Waste sterilization)



Clean to Green Solutions

55 **nam°**
YEARS
ANNIVERSARY

4



Cost-saving Safe, sustainable,
and efficient practices for
medical device reprocessing,
waste management, and energy
conservation, adhering to global
standards while minimizing
environmental impact.
Solar rooftop/ material eco-
friendly



Total Medical Technology Solution

55 nam^o
YEARS
ANNIVERSARY

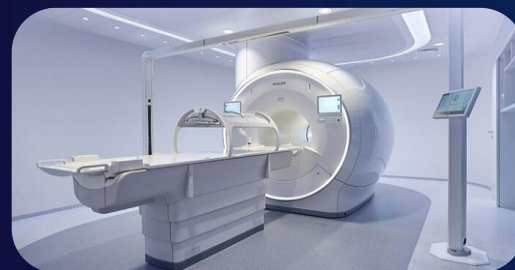
Cover every critical aspect of healthcare facilities:



Hybrid OR



Operating Rooms (OR):
Advanced surgical equipment and technologies.



CSSD:
Reliable sterilization and infection control solutions.



Medical waste Technology:
Safe, sustainable solutions for medical waste disposal.

03 Nam Group

Nam Group



nam°

Namwiwat Medical Corporation Public
Company Limited

Distributorship

Mid to High Innovation

Services Provider

NAMMEDICAL
SOLUTION

Nam Medical Solution Co., Ltd.



Innovative Imaging Systems Co., Ltd.

 **SERVISO**

Serviso Healthcare Solutions Co., Ltd

REINTECH SDN BHD

Reintech Sdn Bhd

Distributorship



NAMMEDICAL
SOLUTION

Nam Medical Solution Co., Ltd.

REINTECH SDN BHD

Reintech Sdn Bhd

- NAMMEDICAL SOLUTION CO., LTD. acts as the official distributor of NAM and its partner brands in Thailand.
- REINTECH SDN BHD is the authorized distributor of NAM and affiliated medical brands in Malaysia
- The company handles marketing, sales, and after-sales services, including technical support and customer training. It focuses on helping public and private hospitals improve workflow efficiency in the CSSD, Operating Room, and Endoscopy Unit.



Mid to High Innovation

55 nam^o
YEARS
ANNIVERSARY



Innovative Imaging Systems Co., Ltd.



- **Innovative Imaging Systems Co., Ltd.**
- Innovative Imaging Systems Co., Ltd., part of the NAM group, distributes and services advanced medical imaging and diagnostic equipment in Thailand.

Services Provider

55 nam^o
YEARS
ANNIVERSARY



Healthcare Outsourcing Services

- To be a well-known of “**Healthcare Service Outsourcing Solutions**” who is providing end to end professional medical support services with experienced in equipment technology and operational skills to hospitals and other customers in Thailand and internationally
- **Outsourcing Services**
 - Sterile Processing Service
 - Medical Waste Sterilization Service
 - Linen Management Service
 - Biomedical Engineering Service
 - Diagnostics Service
 - Healthcare Logistics Service

04

Financial Highlight

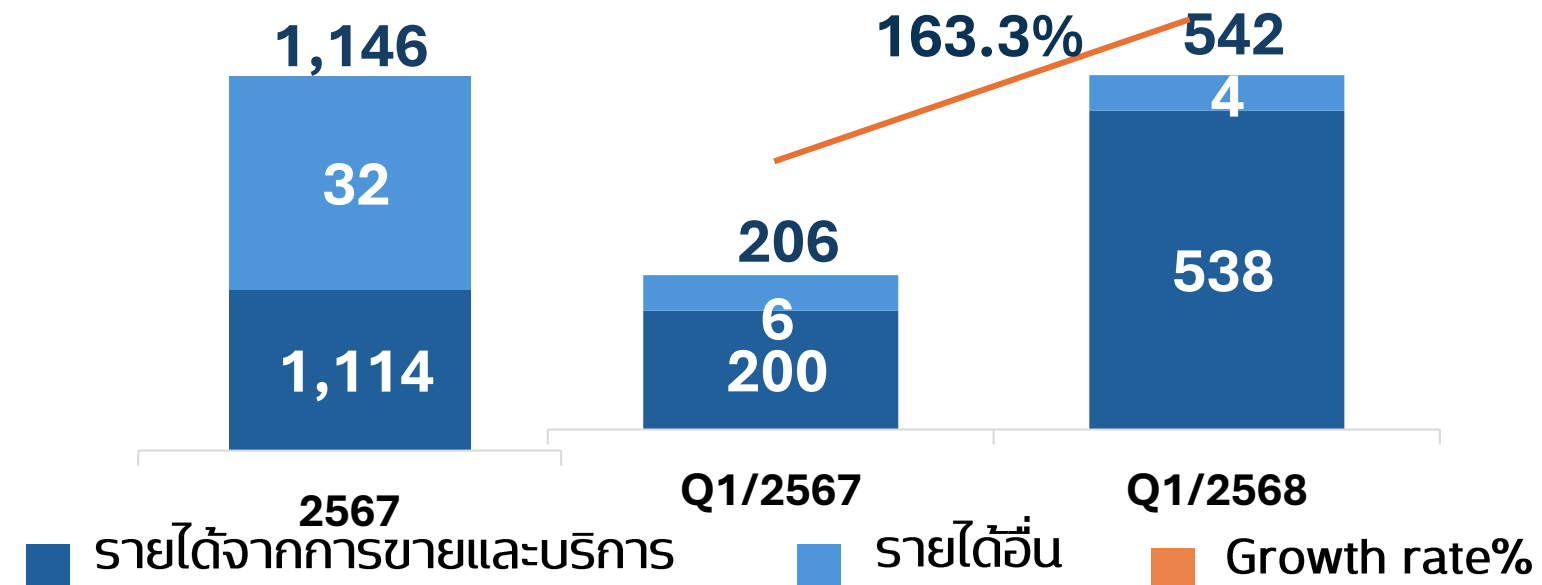


งบการเงินประจำไตรมาส 1 สิ้นสุดวันที่ 31 มีนาคม 2568

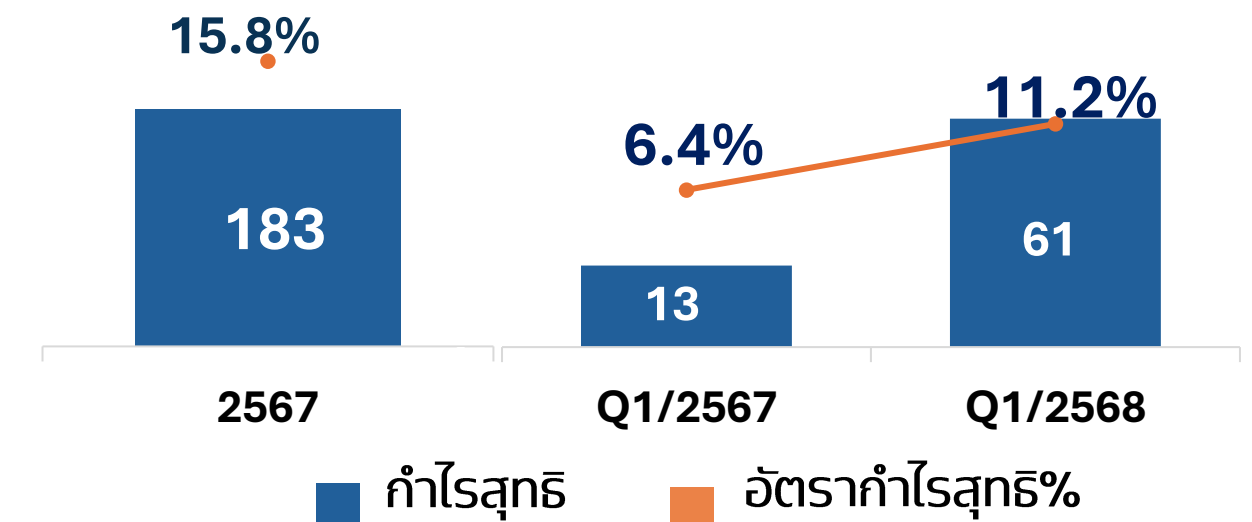
Financial Highlights



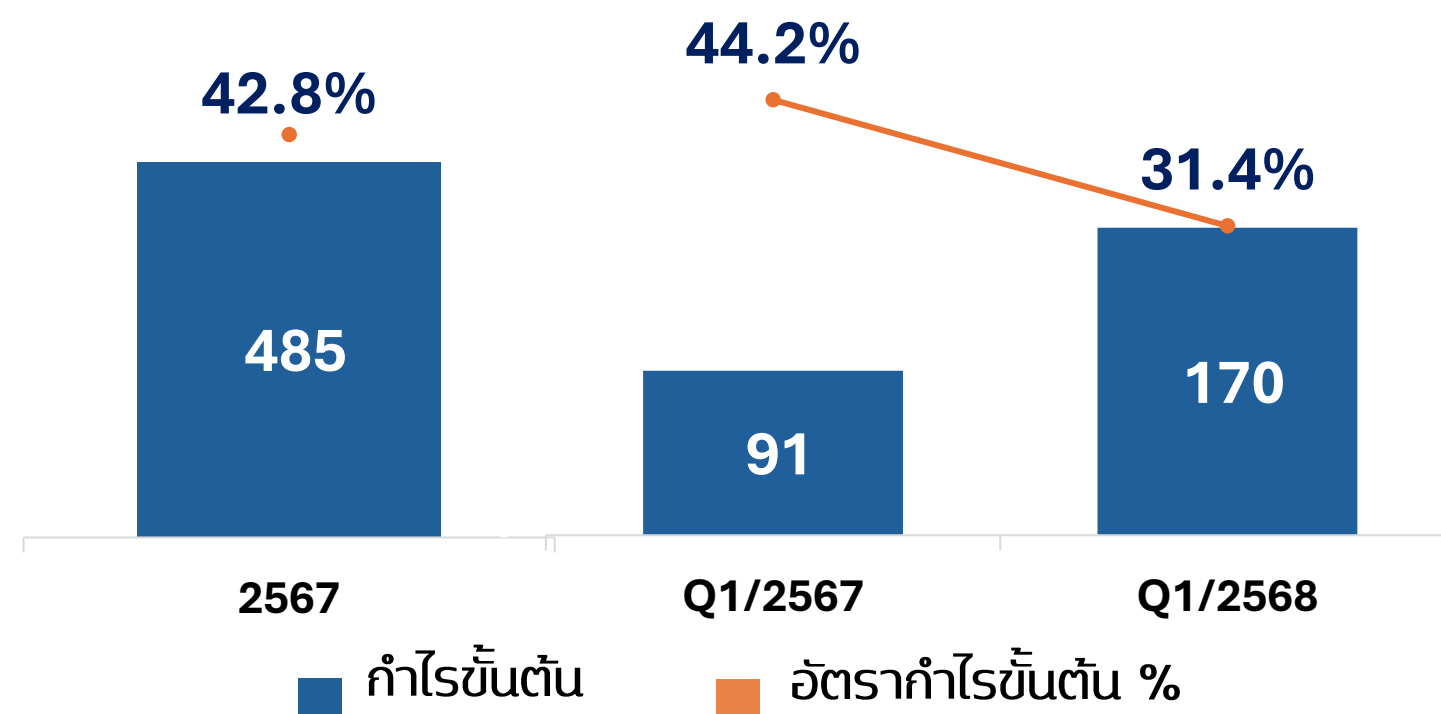
รายได้รวม



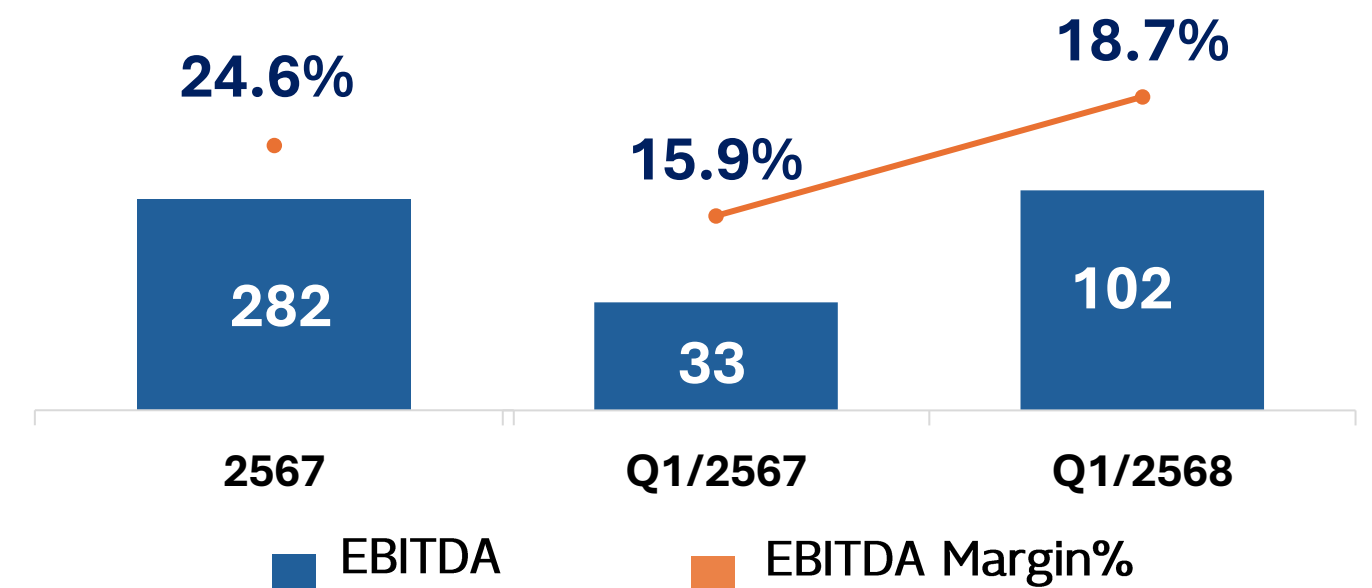
กำไรสุทธิ



กำไรขั้นต้น



EBITDA

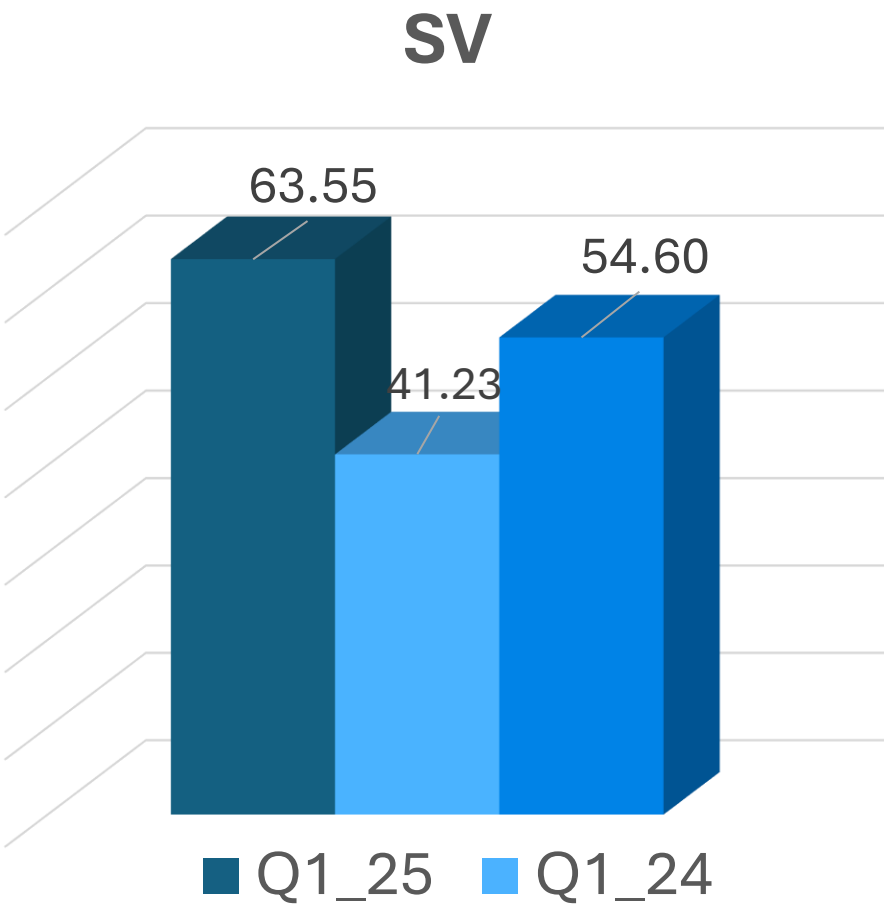
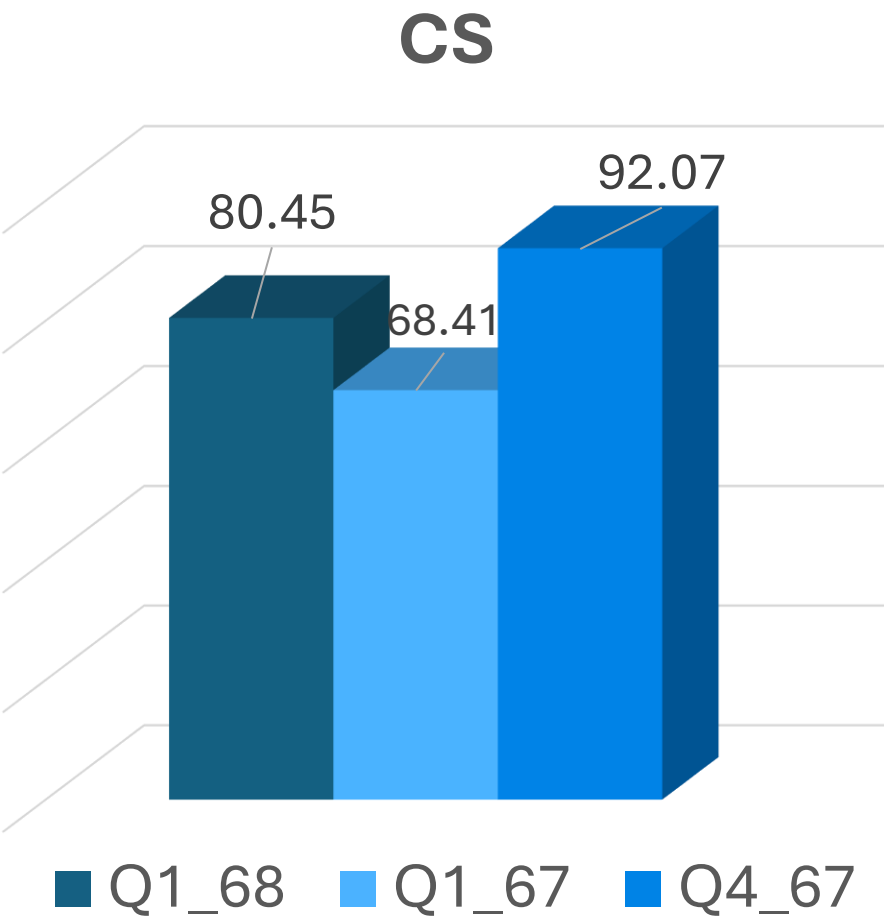
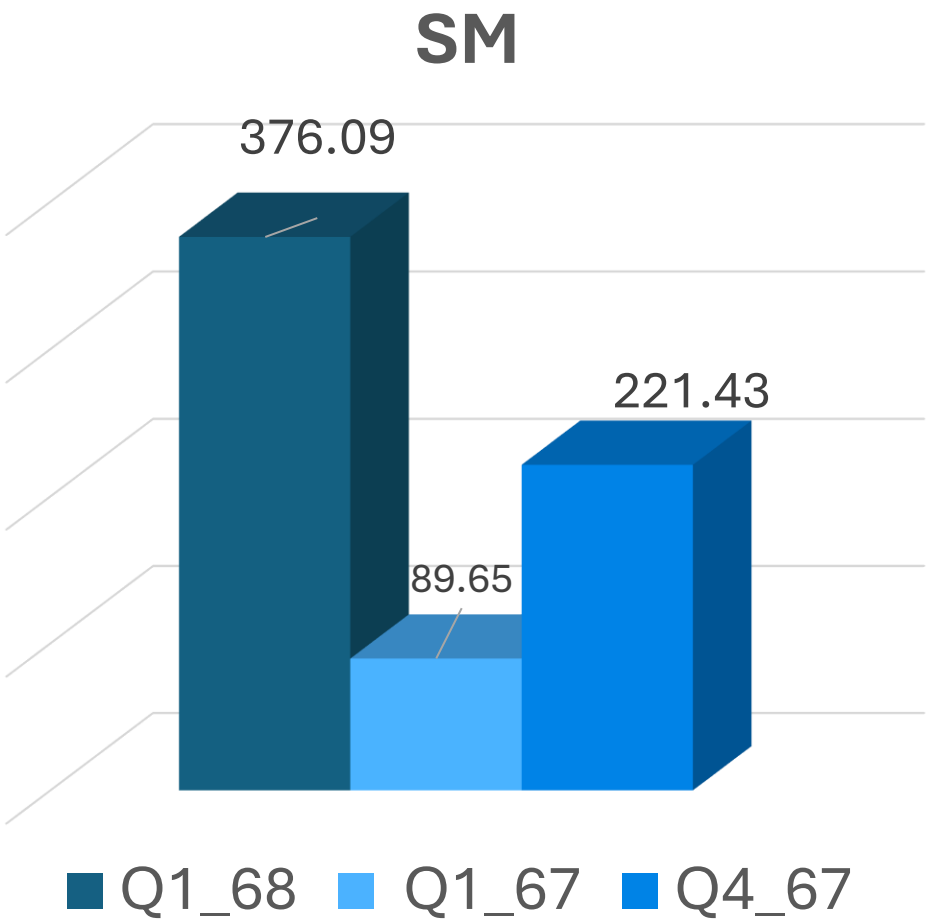


งบการเงินประจำไตรมาส 1 สิ้นสุดวันที่ 31 มีนาคม 2568

Financial Highlights



โครงสร้างรายได้แยกตามกลุ่มธุรกิจ



Segment	Q1/2568 (MB)	Q1/2567 (MB)	Growth (MB)	Q4/2024	%G(YoY)	%G(QoQ)
ผลิตและจำหน่ายอุปกรณ์ทางการแพทย์ (SM)	376.09	89.65	286.44	221.43	319.5%	69.8%
ผลิตและจำหน่ายผลิตภัณฑ์สิ้นเปลืองทางการแพทย์ (CS)	80.45	68.41	12.05	92.07	17.6%	(12.6%)
การให้บริการการเช่าซื้อ CSSD บริการซ่อมบำรุงอุปกรณ์ทางการแพทย์ และการกำจัดของเสีย (SV)	63.55	41.23	22.32	54.60	54.1%	16.4%
รับเหมาก่อสร้าง	17.99	-	17.99	-	n/a	n/a

งบการเงินประจำไตรมาส 1 สิ้นสุดวันที่ 31 มีนาคม 2568

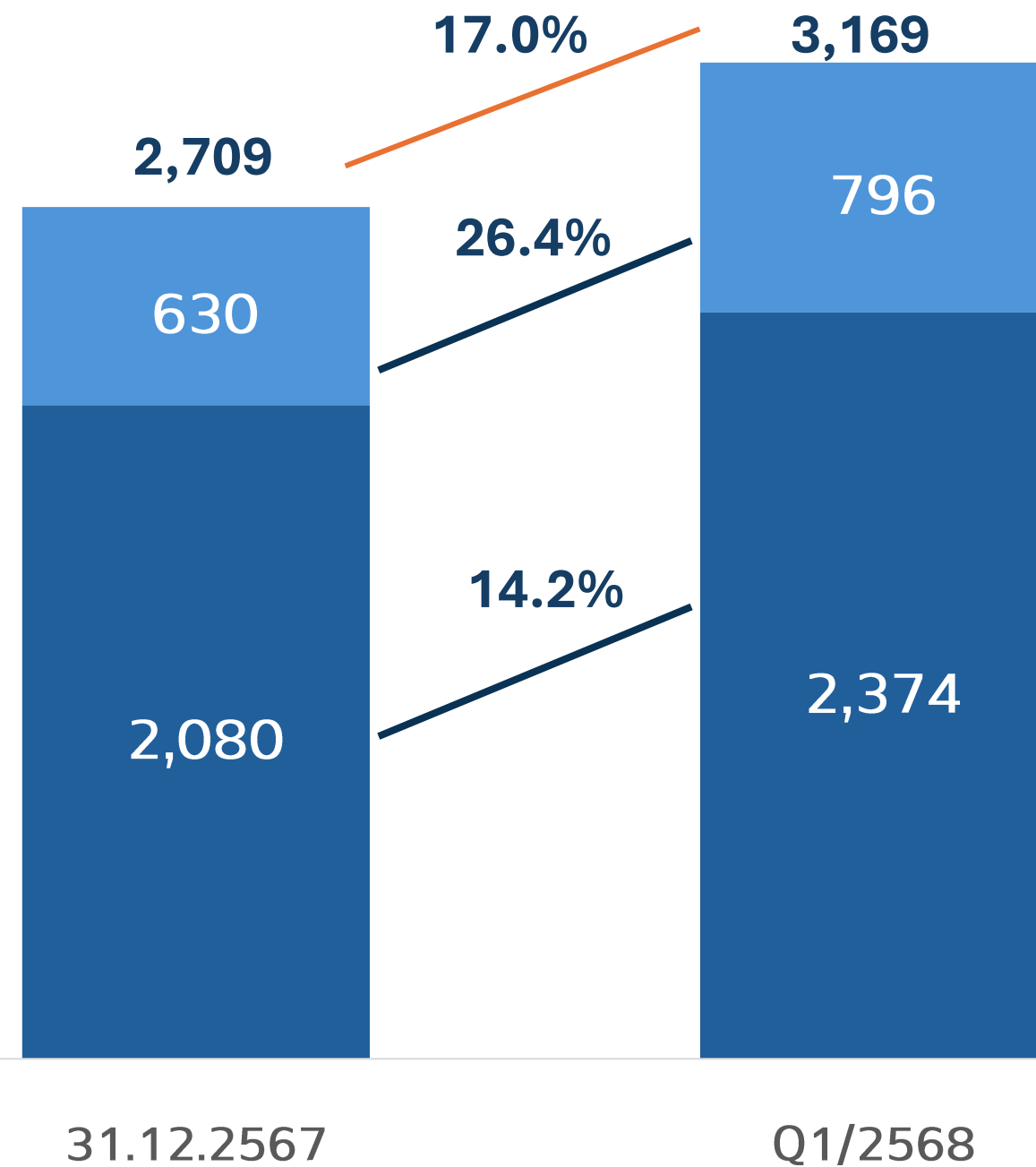
Financial Highlights



งบฐานะการเงิน ณ วันที่ 31 มีนาคม 2568

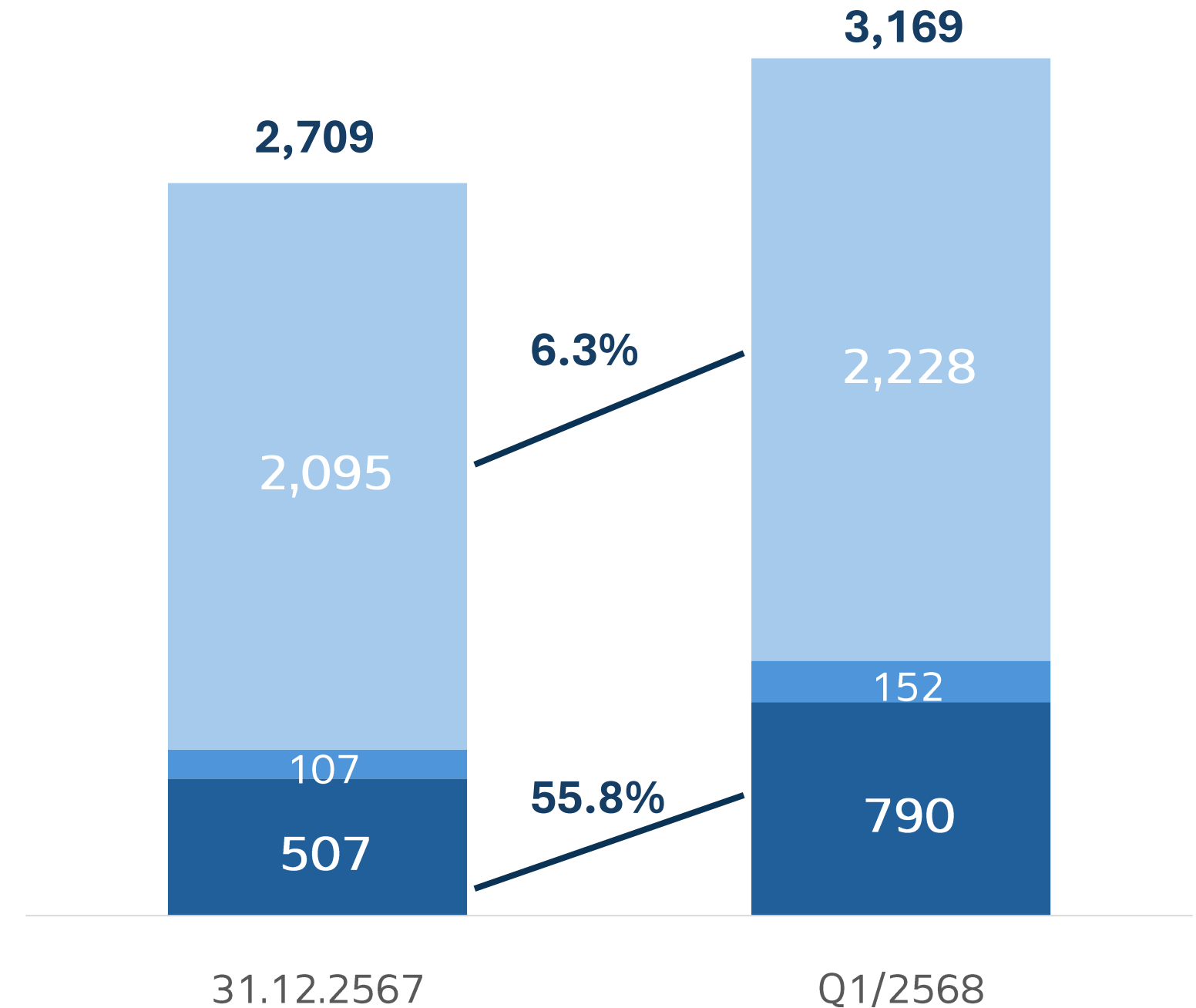
สินทรัพย์

■ สินทรัพย์หมุนเวียน ■ สินทรัพย์ไม่หมุนเวียน



หนี้สินและส่วนของผู้ถือหุ้น

■ หนี้สินหมุนเวียน ■ หนี้สินไม่หมุนเวียน ■ ส่วนของผู้ถือหุ้น

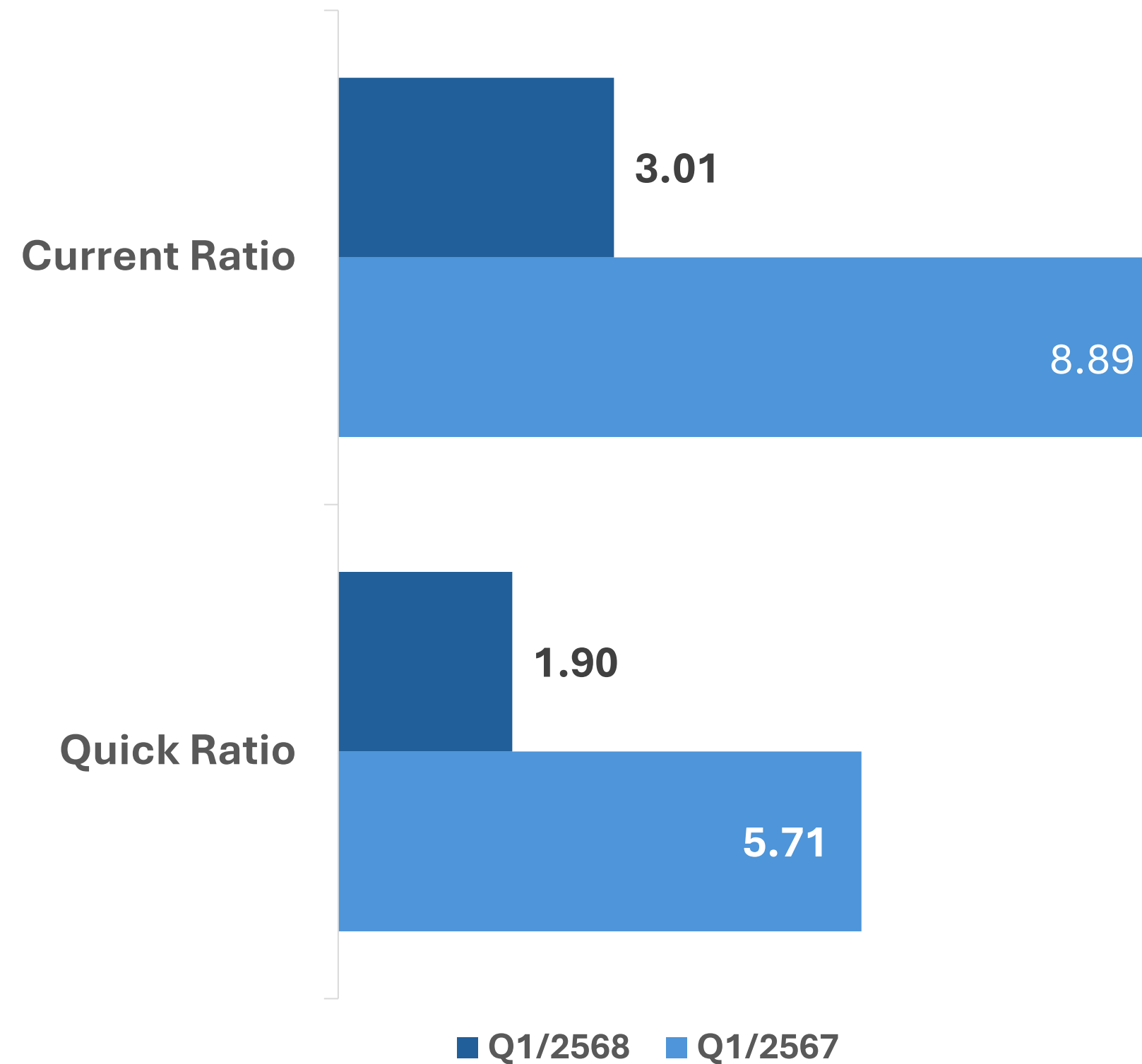


งบการเงินประจำไตรมาส 1 สิ้นสุดวันที่ 31 มีนาคม 2568

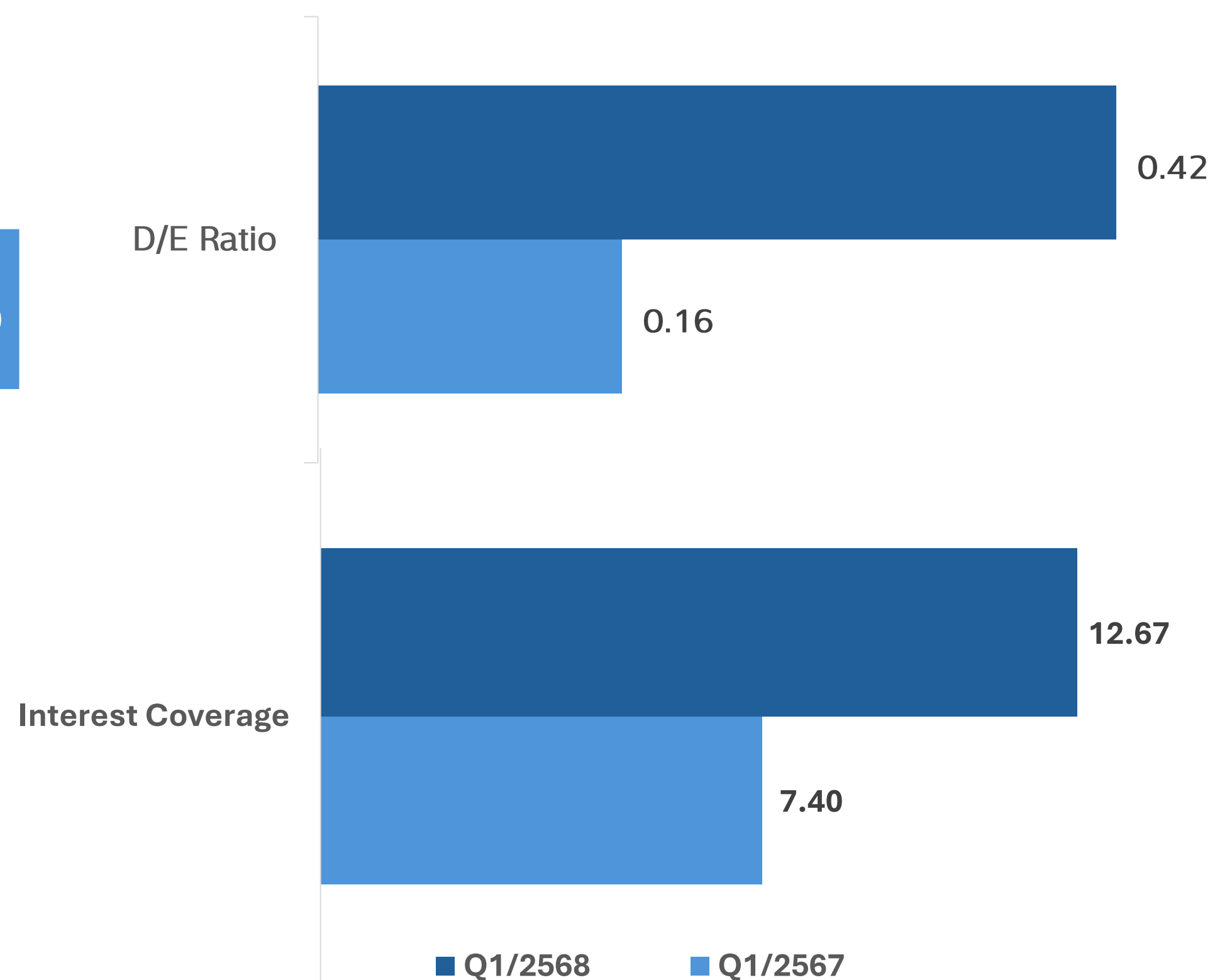
Financial Highlights



อัตราส่วนสภาพคล่อง Liquidity Ratios



อัตราส่วนโครงสร้างทางการเงิน Leverage Ratios



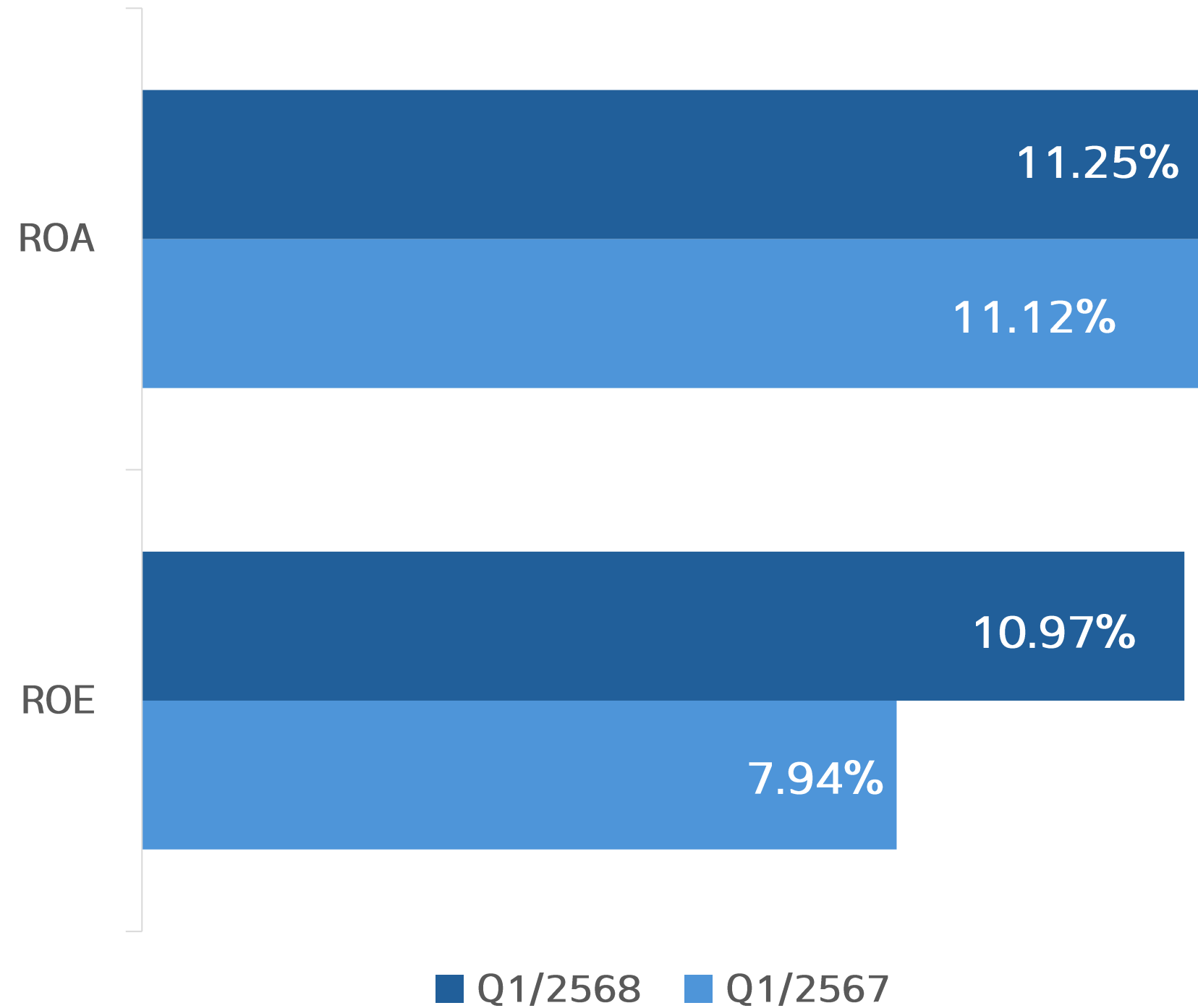
งบการเงินประจำไตรมาส 1 สิ้นสุดวันที่ 31 มีนาคม 2568

Financial Highlights



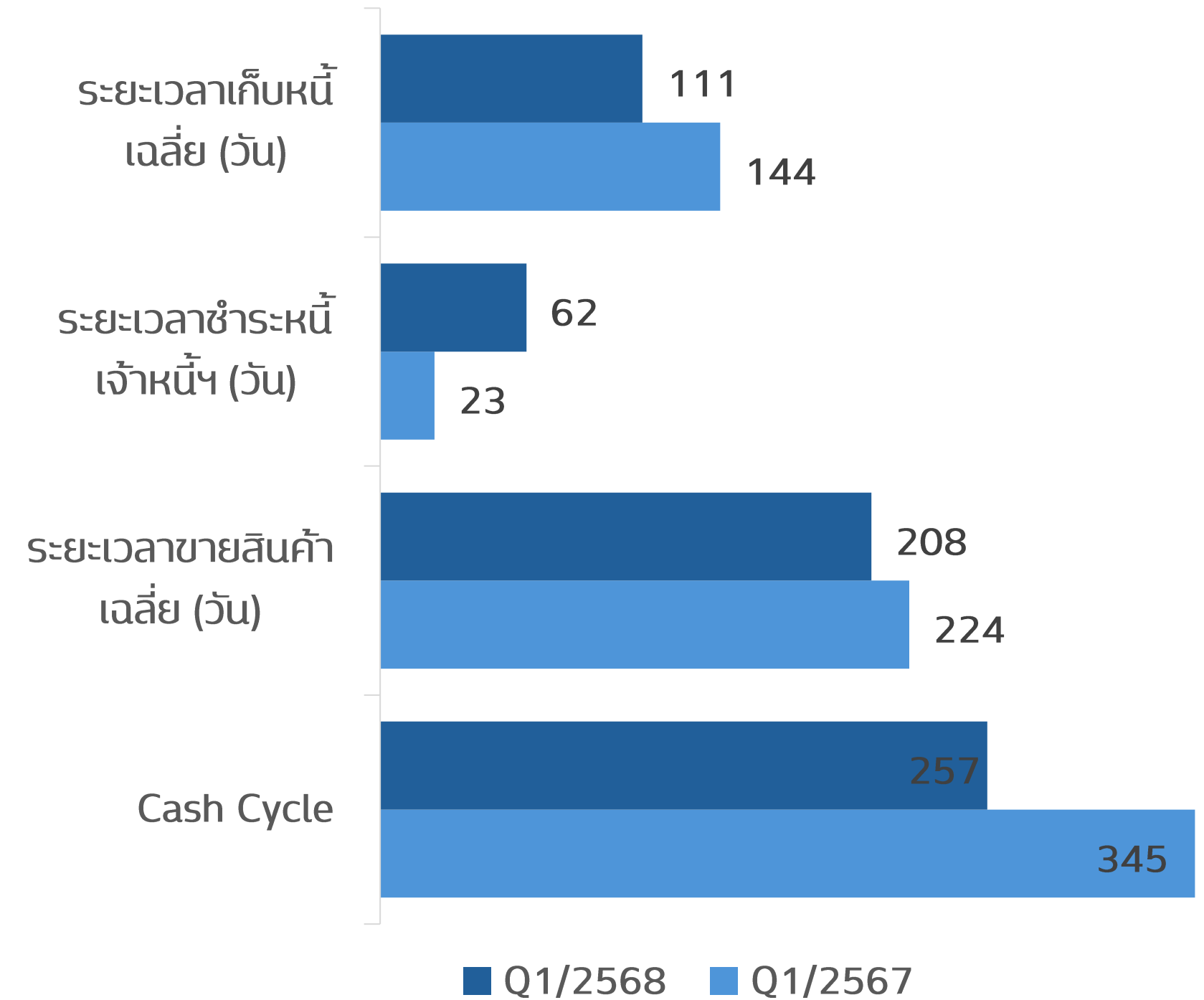
อัตราส่วนความสามารถในการทำกำไร

Profitability Ratios



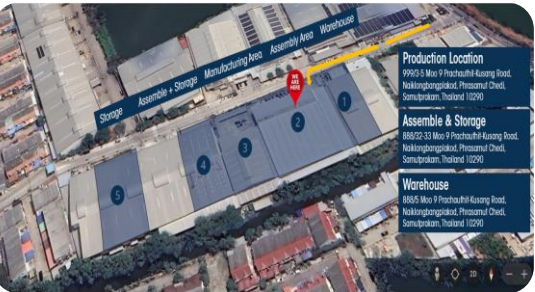
อัตราส่วนประสิทธิภาพในการบริหารสินทรัพย์

Assets Management Ratios



Key Activities in 2025

Business Growth



Expanded factory capacity form 12,000sqm. to 15,000sqm. To solve the problem of congestion in production lines and storage locations for finished goods.



Invested in robotic automation within its production line to enhance efficiency, improve precision, and support future capacity expansion



Collaborate with PTT in research to produce products that use existing materials to create new products to replace imported products.



Expand the distributorship network (e.g., Europe) and **scale up** the business and grow strategic partnerships in both quantity and significance



Implemented a solar cell system to reduce long-term energy costs and support sustainable business practices

R&D Launched



R&D and ITM have enhanced the 'NamTrack' software with a new feature that enables direct integration with sterilizers and washer-disinfectors



The R&D team drives innovation and high technology through strategic collaborations with global partners, aiming to enhance product quality and healthcare service efficiency



Reducing imports by locally developing and manufacturing endoscope washers.

Annual International Exhibition



Meet
**Health.
Future.
People.**

Düsseldorf,
Germany
**17–20 Nov.
2025**

Q&A

Namwiwat Medical Corporation Public Company Limited
Address: 999/3-5 Pracha Uthit-Wat Khu Sang Rd, Nai Khlong Bang Pla Kot, Phra
Samut Chedi District, Samut Prakan 10290
Phone: 02 461 7287



nam°



Namwiwat Medical Corporation Public Company Limited
Address: 999/3-5 Pracha Uthit-Wat Khu Sang Rd, Nai Khlong Bang Pla
Kot, Phra Samut Chedi District, Samut Prakan 10290
Phone: 02 461 7287