

30
YEARS

MEDCORP

QUALITY IN MEDICAL DEVICES | SINCE 1993



We
believe

MEDCORPNET.COM.BR

    medcorpnet



**Great
Place
To
Work.®**

Certificada

Set/2023 - Set/2024

BRASIL

30 YEARS

of experience in the
medical devices market.

Medcorp was founded in 1993 with the mission of importing high-performance products for the nephrology medical devices market. During our business growth over the years, we have expanded our operations to the oncology, intensive care and anesthesia segments.

Today, we have more than 1100 active customers, between public and private hospitals, clinics and large corporate groups, with whom we have maintained a strong relationship for over 20 years.



Suppliers

We have long-term relationships with key suppliers that are leaders in the global medical devices market.



SINCE

1993

MEDCOMP

Nephrology,
oncology and
intensive care.



SINCE

2004

ICU

Nephrology,
oncology, anesthesia
and intensive care.



SINCE

2016

AVANOS

Oncology.



SINCE

2018

TIDI

Catheter
securement
device.



SINCE

2022

DORA

Nephrology.



SINCE

2023

JAFRON

Nephrology,
intensive care and
hemoperfusion.



SINCE

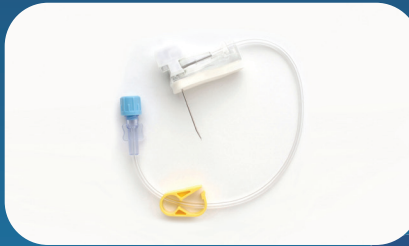
2023

**ASPEN
SURGICAL**

Intensive Care.

Portfolio

In our product range, we offer the most innovative products that provide the highest-performance in treatment, more comfort for patients, and safety for health professionals.



Locations

We have two strategic locations in Brazil.

Corporate Office

São Paulo, SP



Distribution Center

Diadema, SP



Distribution service for the whole country

Whether outsourcing or doing our own logistics, we deliver throughout Brazil, according to our customers needs.



Medcorp Sales Structure

54

employees
+ Bunzl
Structure

SALES

TEAM

15

NURSING

TEAM

8

OWN

LOGISTICS

FOR SÃO PAULO

6 months of

**SAFETY
INVENTORY**

CONSIGNED

INVENTORY AT THE
COSTUMER

Medcorp Sub Distributors



NORTH

- 7 States
- 5 Distributors
- 17 Sales people
- 3 Nurses

NORTH EAST

- 9 States
- 5 Distributors
- 25 Sales people
- 6 Nurses

SOUTHEAST

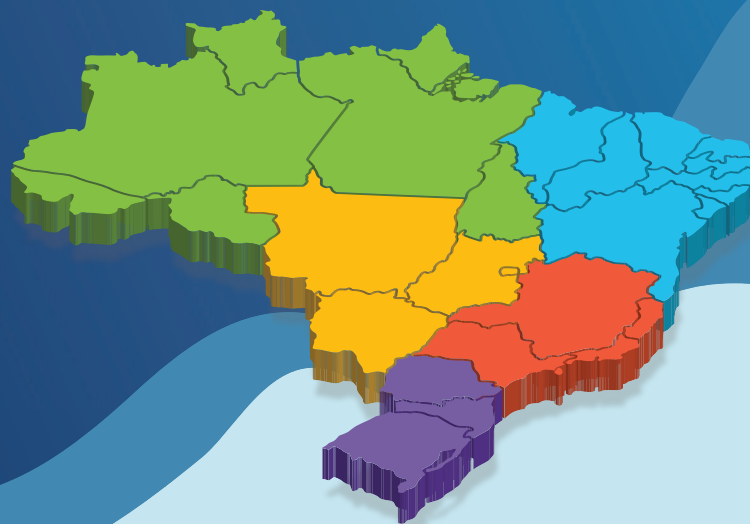
- 4 States
- 5 Distributors
- 31 Sales people
- 4 Nurses

SOUTH

- 3 States
- 2 Distributors
- 6 Sales people
- 2 Nurses

MIDWEST

- 4 States
- 1 Distributors
- 5 Sales people
- 3 Nurses



Events

We attend small meetings of medical practitioners, as well as large healthcare events, in order to connect and exchange with our customers.



Personalized Customer Service

We believe in the benefits of continuing education, which is why our team provides ongoing customer training, in order to help them to continually derive greater value from each product.



Custom projects

for each type of product

E.g.: **TEGO®**

We are always creating customers oriented solutions. For example, in addition to highlighting the benefits of the Tego® in our communications, we have created a calculator to show how much an institution can save each year by using the product. And to guarantee its best performance, we have produced and shared a tutorial video with all our clients.

TAMPAS E OCLUSORES	SOLUÇÃO DE LOCK / FRASCO	KIT MATERIAIS DESCARTÁVEIS
14	20	Somir 15

CUSTO POR PACIENTE			
	Diário	Semanal	Mensal
TAMPAS E OCLUSORES	R\$ 28,00	R\$ 84,00	R\$ 336,00
SOLUÇÃO DE LOCK / FRASCO	R\$ 20,00	R\$ 60,00	R\$ 240,00
KIT MATERIAIS DESCARTÁVEIS	R\$ 30,00	R\$ 90,00	R\$ 360,00
TOTAL	R\$ 78,00	R\$ 234,00	R\$ 936,00

CUSTO POR PACIENTE COM CATETER			
TOTAL	R\$ 80.730,00	R\$ 242.190,00	R\$ 968.760,00

Calcular

Cost estimate

DIFERENÇA DE CUSTO POR MÊS

Protocolo Atual
R\$ 18.000,00

X

Protocolo Tego
R\$ 4.800,00

**ECONOMIA POR MÊS
R\$ 13.200,00**

Results of monthly/annual savings



Bids

Demand bids are tracked daily by our internal department specializing in the Public Sector.



Daily participation
**in federal, municipal, and
state auctions.**



**Standardized training
and support by
our technical department.**



**Annual
contracts
monitoring.**



Certifications

All licenses and certifications, as well as registrations and processes, are continuously updated by our internal team of regulatory affairs.



+1,000

ANVISA

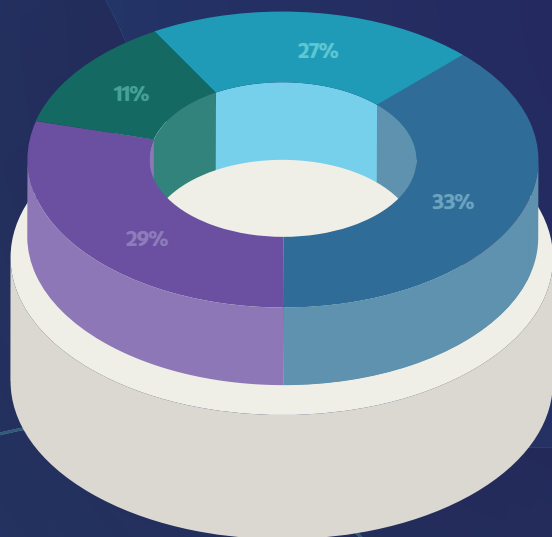
REGISTRATION CODES

so each treatment has its specific product for a better performance.



Professional management with Family DNA

We seek the right balance between high performance and quality of life for our team. This, in addition to bringing great results, has made our employee turnover virtually zero from the date of the company's foundation until today.



DATA COLLECTED UP TO 2022.

11%

of our team has been at Medcorp for **more than 15 years**.

27%

of our team has been at Medcorp for **10 to 14 years**.

33%

of our team has been at Medcorp for **6 to 9 years**.

29%

of our team has been at Medcorp for **1 to 5 years**.

Diversity

We believe in equal opportunities for all. Therefore, we maintain a good gender balance on our team.

51%

Women



49%

Men



70%

of leadership positions are held by women.





Sustainability

Increasingly, the culture of sustainability is disseminated at Medcorp through our everyday actions and as part of our team's and customers' awareness.



Recycling



Conscious consumption



Ethanol is used as fleet fuel



Monthly carbon footprint calculation



Energy saving



Replacement of disposable cups



Sustainability committee



Water saving taps



Electronic waste disposal



BUNZL

After 27 years, Medcorp was acquired by Bunzl Plc, a focused and successful specialist international distribution and services group.

Bunzl healthcare sector represents around 10% of the total group revenues, having invested over £600m in several healthcare acquisitions around the world since 2000.

**Acquired
by BUNZL
in 2020.**



£ 12 bn

revenue according
to the Annual Report
for 2022



100+

One of the top business
organizations listed on the
London Stock Exchange



+150

years of history



+19,000

employees



Presence in

31 countries



+180

acquisitions since 2004

MEDCORP®

HEALTH AND TECHNOLOGY | SINCE 1993



**We
believe**

medCOMP

icumedical
human connections

AVANOS

TIDI PRODUCTS
Care with Confidence

DORA®

Jafron

aspensurgical

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