

# BIOMED TRADE LLC

2022 MINDRAY CIS DISTRIBUTOR MEETING

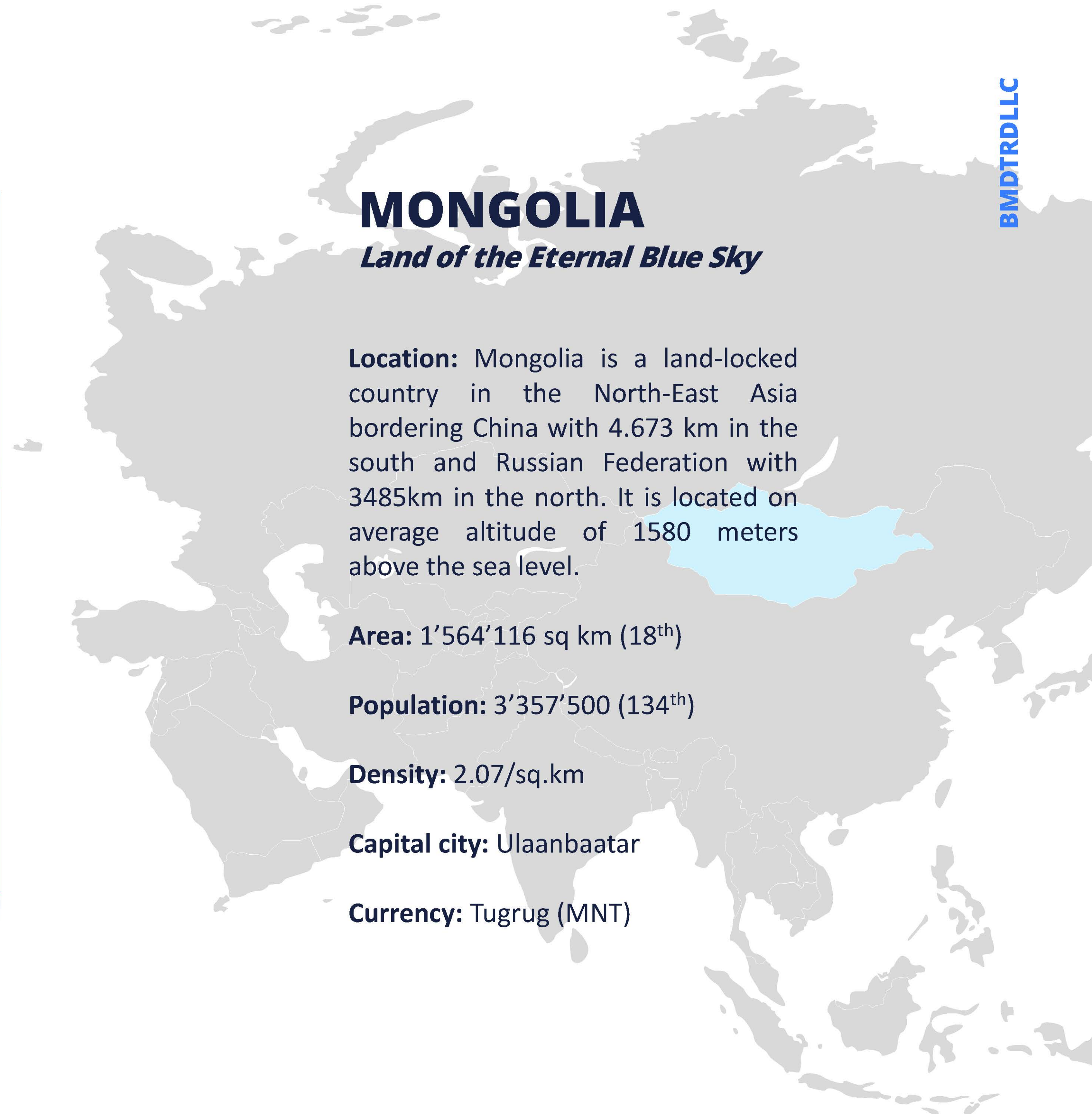


# AGENDA

**01.** About Mongolia  
—

**02.** Brief company introduction  
Biomed Trade LLC  
—

**03.** Advantages of working  
with Mindray  
—



# MONGOLIA

*Land of the Eternal Blue Sky*

**Location:** Mongolia is a land-locked country in the North-East Asia bordering China with 4.673 km in the south and Russian Federation with 3485km in the north. It is located on average altitude of 1580 meters above the sea level.

**Area:** 1'564'116 sq km (18<sup>th</sup>)

**Population:** 3'357'500 (134<sup>th</sup>)

**Density:** 2.07/sq.km

**Capital city:** Ulaanbaatar

**Currency:** Tugrug (MNT)



**GDP**

**4'194\$**

\*2020, Real, Per capita, At 2015  
constant prices

**GNI**

**3'931\$**

\*2020, Real, Per capita, At 2015  
constant prices

**Poverty**

**28.4%**

\*2018 data

**Inflation**

**2.3%**

\*2020 data

523  
Public sector  
4'052  
Private sector  
4'575  
Health institutions

258M  
Health expenditure  
5.6%  
From total expenditure  
80\$  
Per capita

836.3K  
Inpatients

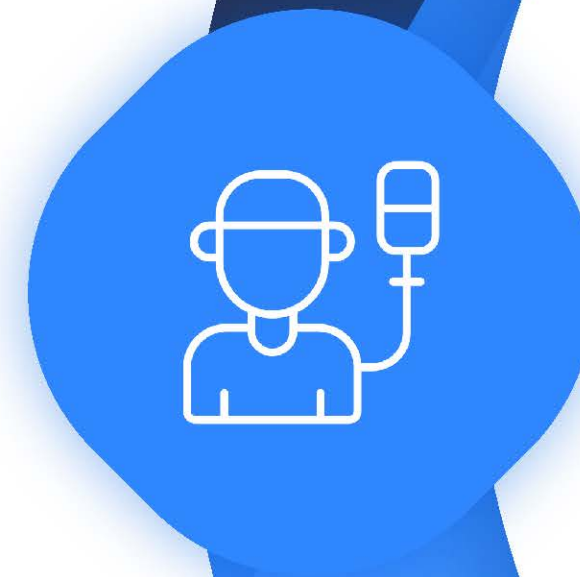
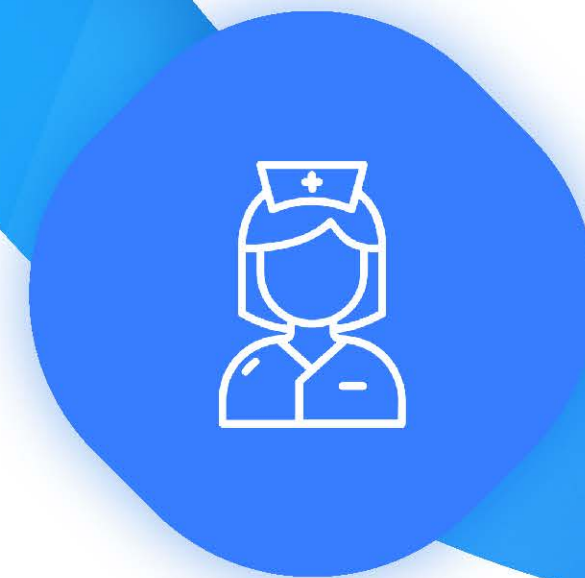
27'083  
Hospital beds

246  
Persons per nurse

259  
Persons per physicians

# Health of Mongolia

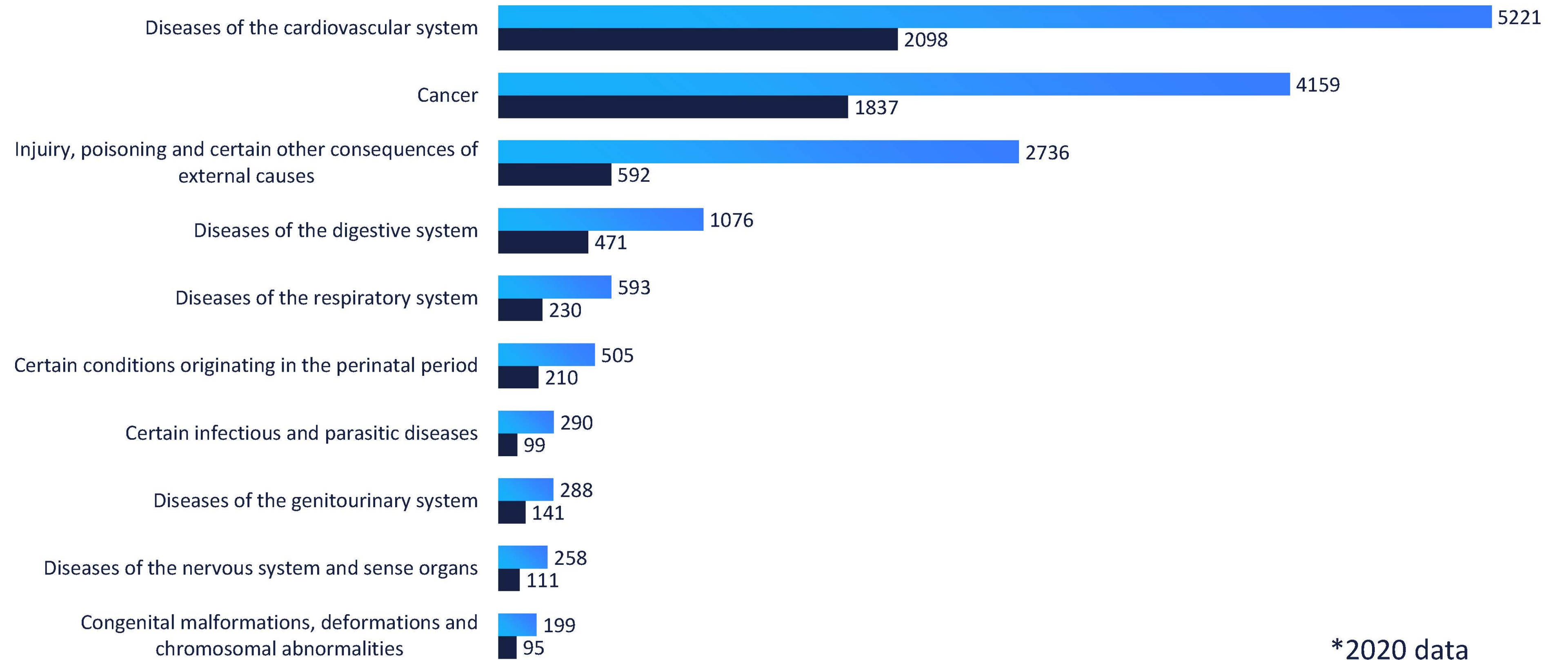
Infographic



\*2020 data



# Diseases groups



\*2020 data



We are introducing you **BIOMED TRADE** company presentation



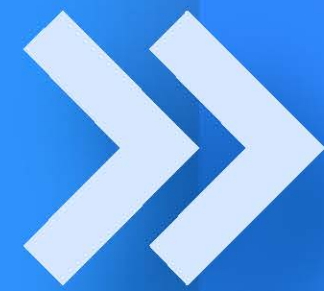


## About company

In 2017 after lot of effort received the special permit of healthcare products and constantly fulfilling the 30-50% growth every year.



Every  
Lives  
Matter



## VISION

Lead the market with talented team  
by being trusted partner

## MISSION

Support better quality healthcare,  
better team and grow together with  
partners

## CORE VALUES

Supply best product  
Understand the customer  
Remain truthful with partner  
Enhance and lead the team

If you have target, you will walk livelier  
even in the middle of a desert!

*Mehmet Murat Ildan*

*Photo: Gobi desert*



Medical  
Device

Pharmaceutical

Diagnostic  
and  
Reagent

Medical  
Equipment

# Our business





**MERCK**

**FINEMEDIX**

**mindray™**



**PLANMECA**

**Penlon ♦**



# Partners



# MEDICAL EQUIPMENT



## Exclusive distributor of Mindray

### SHENZHEN MINDRAY BIO-MEDICAL ELECTRONICS CO., LTD.

Founded in 1991, Mindray is one of the leading global providers of medical devices and solutions. Firmly committed to our mission of “advance medical technologies to make healthcare more accessible”, we are dedicated to innovation in the fields of Patient Monitoring & Life Support, *In-Vitro* Diagnostics, and Medical Imaging System

- ▶ Patient monitor
- ▶ Ventilator
- ▶ Anesthesia machine
- ▶ Defibrillator
- ▶ ECG
- ▶ Syringe and Infusion pump



# MEDICAL DEVICE



# FINEMEDIX



## Distributor company and Products

### FINEMEDIX Co.,Ltd

Finemedix Co.,Ltd is a specialized medical accessories manufacturer dedicated to serving the prosumer (producer+consumer) through ceaseless medical research. Aiming R&D at the localization of endoscopic surgical accessories since 2009

- ▶ Endoscopic
- ▶ EUS
- ▶ ERCP
- ▶ Bronchoscopy
- ▶ Parts

# MEDICINE



## Distributor company and Products

### MERCK GROUP

We made contract with Merck Group until 2022 for endocrinology and Fertility products

8 medicines are registered in Mongolian registration medicine list

The product's name	International name
GONAL-F, pre-filled pen 300 IU/0,5ml	follitropin alfa
CRINONE, vaginal gel 80 %	progesterone
CETROTIDE, solution for injection, 0,25mg	cetorelix
OVITRELLE, solution for injection in pre-filled syringe, 250mcg/0,5ml	choriogonadotropin alfa
PERGOVERIS, solution for injection (150 IU +75 IU)	follitropin Alfa, lutropin alfa



# MEDICINE



## ABC Farmaceutici S.p.A.



Canton Moretti 29  
10090 S. Bernardo d'Ivrea (TO) - Italy  
Tel: +39/0125/240111 Fax: +39/0125/240176  
[www.abcfarmaceutici.it](http://www.abcfarmaceutici.it)

## Distributor company and Products

### ABC FARMACEUTICI SPA - ABC INTERNATIONAL DIVISION

4 medicines are registered in Mongolian registration medicine list

2 products are under registration process.

Trade name	International name	Packaging
KENDO	Ibuprofen 200mg/ml oral drops	200 mg/ml - 12,5 ml oral drops
Rinalgit	Cetirizine	10mg/ml - 10 ml oral drops
	Inosine Pranobex	500mg - 50 tabs
Ursobil	Ursodeoxycholic Acid	250mg/100 capsules
Ursobil	Ursodeoxycholic Acid	500mg/100 capsules
	Tramadol	100mg/ml - 10 ml oral drops



One spirit, one team, one win



“

***Our  
Team***

”





# Engineers Team





## Our showroom





# Warehouse and sales center

- Warehouse: 250m2)
- Sales center:  
Order receiving Tel: 976-7010-2009  
Order delivery: within 3-5 hours in city



“

**Our cooperation with  
societies**



# Cooperation Biomed trade and MSIGE (Mongolian Society of Interventional GI Endoscope)

- Signed MEMORANDUM between Biomed trade LLC and MSIGE in May, 2018
- Gold Sponsor for HANDS-ON TRAINING of Gastroenterology endoscope in Oct, 2018 (joint Korean Society of Gastroenterology Endoscopy )
- Supply endoscope accessories for hand on seminars
- General secretary of MSIGE is opinion leader of endoscope's products



## | Cooperation Biomed trade and MSIGE

Introducing interventional endoscope in Mongolia

- develop knowledge and improve skills of endoscopists and new, young doctors.
- exchange experiences
- introduce new global trends and advanced technologies



We, Biomed trade supply endoscopy accessories which are from imported Korea, China and European company to local hospitals.



Mongolian 8 endoscopists attend TED (Therapeutic GI endoscope & ESD training) program in Daegu. Finemedix company will continue its growth and prosperity in the coming years to introduce advanced procedures from Medical personnel and localized products by hosting TED program annually.



Support the hands-on training  
Organize training and conferences



Cooperation for training center of endoscopists



# Cooperation Biomed trade and MSIGE



TED1, TED2 and TED 3 program  
TED4 is online





- | 22





# Cooperation Biomed trade and I MSICM (Mongolian Society of Intensive Care Medicine), MSA (Mongolian Society of Anesthesiologist

- Sponsor for the book of “Mechanical Ventilation” for the doctors and students
- Cooperation with workshop of ICU doctors and anesthesiologist



## Механик амьсгалын үндэс

Александр Станиславович Горячев  
Иван Анатольевич Савин

*Наймдугаар хэвлэл*

Эмч нарт зориулсан гарын авлага

2020 он



## Contact

Office: #504, UB TOWER,  
Bayanzurkh District, 25<sup>th</sup> khoroo,  
Manlaibaatar Damdinsuren street 82/3,  
Ulaanbaatar 13374, Mongolia,  
Tel: +976 7505 2009, 976 9900 8978

Warehouse: Enerel dent warehouse  
Bayanzurkh district, 3rd khoroo  
Enkhtaiwan avenue, #28  
Ulaanbaatar 13381, Mongolia  
Tel: +976 7010 2009

Email : [info@biomedtrade.mn](mailto:info@biomedtrade.mn)

FB page: <https://www.facebook.com/biomedtradellc>

Web: [www.biomedtrade.mn](http://www.biomedtrade.mn)



A large blue circle with a 3D sphere inside, containing the text "Thank you".

# Thank you