COMPANY PROFILE

PRESENTATION

Established since 1972, the main activity of the Michiels Ltd company is import and export, as well as distribution of medical and surgical equipment in Belgium.

The sales are based on the local markets, and export markets especially in the EEC countries, Africa and South America.

From our warehouse in Libramont (more than 1600m²) we are able to supply most of the material of our range out of stock.

Main makers working with us since the beginning are.
Our product range are divided in different families:

- **SURGICAL INSTRUMENTS**: We stock over 6,000 different instruments. We deliver instruments per piece or in composition sets. We prepare kits (for gynecological, suture, Relief, ...) similar to UNICEF kits or UNIPACK.

- **STAINLESS STEEL / ALUMINIUM**: In this range, you find sterilizing boxes all sizes, sterilizing drums all sizes, sterilizers, autoclaves, boilers, electrical or non-electrical, instrument trays all sizes, basins all sizes.

- **LABORATORY RANGE**: Pipettes all types and sizes, pipettes RBC/WBC, electric or non-electric centrifuge, binocular or monocular microscopes, glassware, timers, spectrophotometers, ...

- **DIAGNOSTIC RANGE**: Laryngoscopes, otoscopes, ophthalmoscopes, sphygmomanometers, stethoscopes, weighing scales, baby scales, ...

- **SUTURE MATERIAL**: Catgut, Silk, Nylon, with or without needles, all types and sizes, synthetic suture, ...

- **MEDICAL FURNITURE**: Examination couches, gynaecological couches, delivery & operating tables, trolleys, X-Ray machine, suction pump, OP pumps, ENT, anesthesia machine.

- **RADIOLoGy**: We are the exclusive distributor of Indian society Allengers Medical Systems Ltd. We have implemented a range of radiology for the complete installation of a radiology unit as well as in specialized centers in small districts hospitals.

We are constantly working in order to meet the European standards and the International Standards.
We are certified ISO 9001 by CEBECQ under the certificate number 98020 and we have CE certification. (EC number 0499) for our entire product range.

We have another company “Green Earth”:- Green Earth that deals with Renewable Energy.

We have a network of representatives / agents distributors throughout Africa (DR Congo - Burundi - Morocco - Mali - Burkina Faso - Guinea - Benin - Niger - Madagascar - Chad - Gabon - Ivory Coast - Senegal - Togo - Cameroon, ...) and also work straight on international tenders (see below).

Our turnover in 2012 is 7.077.243,30,-euro - The turnover for the two companies for 2012 is close to 7,3 million euro

We are also members of the Chamber of Commerce of Brussels, UNAMEC we belong to the National Corporation reseller of medical equipment.

**Main achievements in International Bids made by us, or our Distributors.**

**2013 STILL RUNNING**

**Senegal**
- Ministry of Health and Prevention
- AOO 07-11_EquipMédicaux /IHS/MSP/DEM/Fond Japonais /2011 Lot 1 Medical Equipment

**Senegal**
- Ministry of Health and Prevention
- Lot 3 Technical medical equipment

**Senegal**
- Ministry of Health and Prevention
- AOO 12-11_Equip. Hôpital Diamniadio/MSHPP
  - DEM/BUDGET ETAT 2011 - Lot 5 Laundry and morgue

**Burundi**
- Ministry of DNCMP/2011, Medical Supply and installation of equipments in 3rd hospital of Karuzi - Lots 1/2/3/4 ;
2012

R.D.Congo
Ministry of Health
Fedecame
Supply of medical equipment for
Ministry of health financed by Global fund
9 RSS Projet ZAR-S-MOH

Burkina Faso
Ministry of Health
AOO N°2012-01/MS/SG/DMP/DAF Acquisition of materials and equipment for the benefit of hospitals and Materials and Equipment hospital benefit Regional Ministry of Health - Lots 2/3/4.

Burkina Faso
Ministry of Health
BAD/FAD : 2100150010393 du 31/08/2005 Supply, installation and service of equipment and facilities Medical-Health Techniques in favor of the Centre Hospitalier Regional (CHR) OUAHIGOUYA.

Rwanda
Ministry of Health

Rwanda
Ministry of Health
027/F/2011 – I/MINISANTE –KFW Supply, installation of medical and non-medical equipment for districts hospitals And health centers - Lot 1 supply of laundry material and apparatus in 4 hospitals.

RD Congo
CARITAS Global Funds
CONTRAT 012/Caritas Congo ASBL-Fonds Mondial Tuberculose R9/2011 Supply of material and laboratory reagents

RD Congo
CARITAS Global Funds
Contrat N° 17/UGP/FM/CC/2011 Caritas Congo ASBL-Fonds Mondial Tuberculose Supply of 50 radiology units and material for radiology room, with all accessories..

Rwanda
RBC
CONTRAT D/117/2011PO Supply of cuvettes and haemometers Hemocue 201+

Rwanda
SPIU
<table>
<thead>
<tr>
<th>Country</th>
<th>Organization</th>
<th>Contract Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rwanda</td>
<td>SPIU</td>
<td>CONTRAT N°019/F/2011-AOI/GF SSF HIV/MICHELS</td>
<td>Supply, installation of medical equipment for the district hospitals and Health centers (LOT 3)</td>
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<tr>
<td>Rwanda</td>
<td>Ministry of Health</td>
<td>CONTRAT 017/F/2011-I/MINISANTE – Ntongwe</td>
<td>Supply installation and commissioning of medical and Non-medical equipment for Ntongwe hospital;</td>
</tr>
<tr>
<td>Rwanda</td>
<td>Ministry of Health</td>
<td>AOII/05/2011</td>
<td>Market supply and installation of biomedical equipment for maternity and desk service to emergency CHUB LOT 1: Medical Equipment for the block Operative.</td>
</tr>
<tr>
<td>Senegal</td>
<td>MSPHP</td>
<td>SEN/025 11 287</td>
<td>Supply and installations of medical equipment to health facilities of Louga, Saint-Louis and Matam Lot 1: Hospital Furniture and Lot 6: Dental Equipment.</td>
</tr>
</tbody>
</table>
## 2011

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<thead>
<tr>
<th>Country</th>
<th>Organization</th>
<th>Description</th>
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<tbody>
<tr>
<td>Burkina Faso</td>
<td>Ministry of Health</td>
<td>Avis d’appel d’offres N° 002/2009, Supply, Installation of Medico technical material for regional hospitals (CHR) ENKODOGO et de OUAHIGOUYA. LOT 3</td>
</tr>
<tr>
<td>Senegal</td>
<td>Ministry of Health</td>
<td>Appel d’Offres n° 10/09 for the provision of biomedical equipment of the Hospital Aristide DANTEC Lot 1 and Lot 4 Instrumentation Medical furniture and equipment</td>
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<tr>
<td>Senegal</td>
<td>Ministry of Health</td>
<td>Appel d’Offres n° 12/09 Supply of 10 dental units complete.</td>
</tr>
<tr>
<td>Burundi</td>
<td>Ministry of Health</td>
<td>Supply of medical material for 92 Health Centers N°DNCMP/F/2010</td>
</tr>
<tr>
<td>Burkina Faso</td>
<td>CAMEG</td>
<td>DAO for the supply and installation of hardware and equipment and medical technology laboratory DAO 04/2010</td>
</tr>
</tbody>
</table>

C. MICHELS  
General Manager