

30 years of
experience

over 7 billion
gloves per annum

2% share
in the global market

2 manufacturing
plants

Key facts

The Mercator Medical is a manufacturer of medical gloves and a distributor of medical disposables **with 30 years of experience**. It is a recognisable brand in the medical industry based on Polish capital. As a manufacturer, it sells its products to over 70 countries around the globe; as a distributor, it focuses on Central & Eastern Europe and on Western Europe (**altogether, it has a share of 2% in the global disposable gloves market**). It is one of the **most important players of the Polish industry of medical disposables and a major player in the international arena**, which systematically expands its geographical reach.

The Group has **two manufacturing plants in Thailand**, where, as Mercator Medical (Thailand) Ltd., it has a manufacturing capacity of over 3 billion gloves per annum.

The Logistics Centre and Customer Service Department of Mercator Medical are located in Stary Brześć in central Poland. In addition, the Group has a logistic hub near the container terminal in the Gdańsk port.

Along with the distribution of gloves bought from external suppliers, the **total sales potential of the Mercator Medical Group can be estimated at over 7 billion gloves per annum**.

Since November 2013, Mercator Medical's shares have been quoted on the Main Market of the Warsaw Stock Exchange.

Structure of the Group



Product offer

The Mercator Medical Group offers a wide choice of disposable medical materials, **mainly medical (surgical and diagnostic), protective and household gloves**, medical dressings and medical non-woven products (e.g., surgical drapings, masks).

The Group's assortment includes **its around 120 own products** and a broad portfolio of products of renowned international brands.

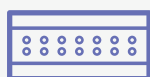
Sales structure



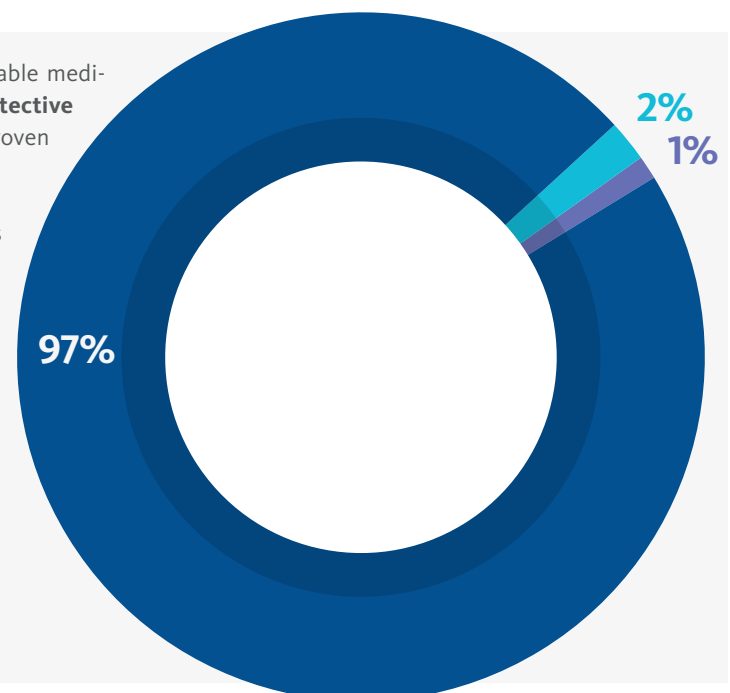
gloves



non-woven products



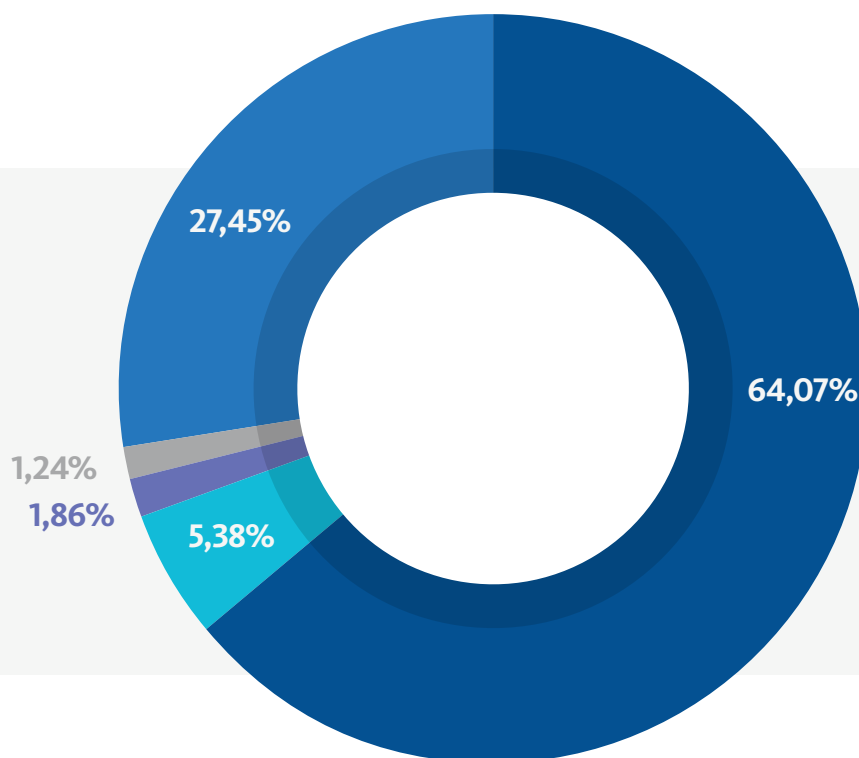
dressings



Shareholder structure



*Indirectly or directly via Anabaza Ltd.



Key figures


 1989
Market presence since 1989

 Sales to over 70 countries on 5 continents

 Around 120 own products on offer

 >3 MLD
>3 billion gloves per annum manufactured by the Group

 >4 MLD
>4 billion gloves per annum of sales potential in the distribution area

 Over 1,200 employees

Selected consolidated financial data

	Q1-Q4 2019		Q1 2020		Q2 2020		Q3 2020	
	million PLN	Year-to-year change	million PLN	Year-to-year change	million PLN	Year-to-year change	million PLN	Year-to-year change
Revenues	540,3	+29%	202,8	67%	375,2	175%	604	317%
EBITDA	24,6	-19%	35,3	+33,5 m	234,6	+227,6 m	390,9	+382,4 m PLN
EBITDA margin	4,60%	-2,7 pp	17,4%	+15,9 pp	62,5%	+57,5 pp	64,7%	+58,9 pp
Net profit/loss	-2	-9,3 m PLN	20,6	+24,2 m	210,5	+209,6 m	355,8	+355,1 m PLN

CSR

Successful operations enable the Mercator Medical Group to systematically increase the corporate social responsibility. Since the beginning of the pandemic, the Kraków company has actively engaged in fighting COVID-19 by donating personal protective equipment from its own portfolio to many medical and care institutions. Until today, the company has donated almost 1.6 million diagnostic gloves and 50,000 masks to 55 various institutions, mainly hospitals, nursing homes, hospices and foundations (including the Polish Nursing Development Foundation and the Fundacja Sióstr św. Dominika (Foundation of Sisters of St. Dominic)), as well as the General Police Headquarters, the Material Reserves Agency and the Ministry of Health.

MERCATOR

MERCATOR MEDICAL S.A.
ul. Heleny Modrzejewskiej 30
31-327 Kraków
tel. +48 12 66 55 400
fax +48 12 66 55 415
medical@pl.mercatormedical.eu