



ATLANTIC PARTNERS ASIA

PPE INITIATIVE

MAY 2020

MISSION STATEMENT

APA Medical seeks to help governments solve some of the most pressing health related issues in their countries, by integrating APA Group's solutions across payment services, corporate finance and private equity with a Healthtech Fund and a Healthcare Technology Solutions Platform.

We seamlessly offer end-to-end, regulated, structured solutions in markets where regulation may be lacking, where execution risk is perceived to be high, or where viable options simply don't exist. In developed markets, we help to update ageing and heavily burdened health systems with innovation and technology driven initiatives.



As a social responsibility initiative, Atlantic Partners Asia medical division strives to make a difference during the Covid-19 pandemic by working with our trusted partners in China to source quality **PPE for healthcare institutes and governments** around the world, based on strong anti-price-gouging principles.

PRODUCT OVERVIEW

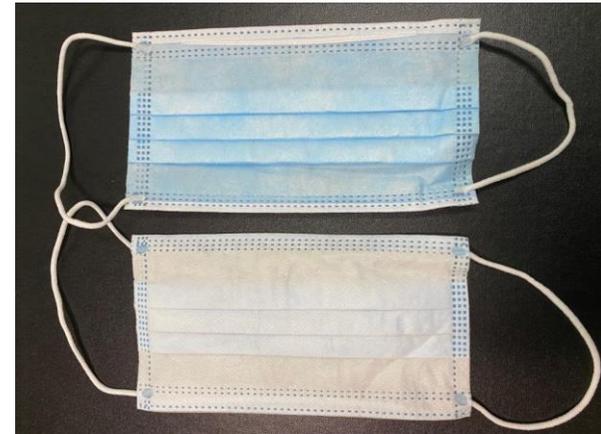
Products	Masks				
	3 ply Face Mask (Type IIR)	3 ply Face Mask (Regular)	KN95/FFP2 Respirator (99%)	KN95/FFP2 Respirator (95%)	Reusable Cotton Face Mask
Regulatory Approvals Regulatory Standard	FDA, CE EN14683:2019 + AC:2019 Type IIR	FDA, CE EN14683:2005	FDA EN149:2001 + A1:2009 99% BFE	FDA, CE EN149:2001 + A1:2009 95% BFE	no rating
Prepayment	50%	50%	50%	50%	100%
Shipping terms	FOB (CIF available)	FOB (CIF available)	FOB (CIF available)	FOB (CIF available)	FOB (CIF available)
Delivery time	7-15 days	7-15 days	7-15 days	7-15 days	7-15 days
Sales price (USD/piece/FOB)	0.40	0.35	1.50	1.30	0.45

* Price quotations based on today's pricing, they may fluctuate over time

TECHNICAL SPECIFICATIONS

3 PLY TYPE IIR MASKS

Source of supplies	China
Regulatory Approvals	FDA, CE
Regulatory Standard	EN 14683:2019 + AC:2019 Type IIR 99% BFE Splash Resistance >16.0kPa
Payment terms	50% immediate 50% upon shipping
Minimum order	100,000
Shipping terms Delivery times	FOB (CIF available) 7 – 10 days
Price (USD/piece)*	USD 0.40
Capacity	5,000,000 per week



* Price quotations based on today's pricing, they may fluctuate over time

** Packaging may vary from above based on recent Chinese regulatory changes

TECHNICAL SPECIFICATIONS

3 PLY FACE MASKS

Source of supplies	China
Regulatory Approvals	FDA, CE
Regulatory Standard	CE: EN 14683:2005 93.8% BFE Water proof
Payment terms	50% immediate 50% upon shipping
Minimum order	100,000
Shipping terms	FOB (CIF available)
Delivery times	7 days
Price (USD/piece)*	USD 0.35
Capacity	5,000,000 per week



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TECHNICAL SPECIFICATIONS

KN95 HIGH GRADE MASK

Source of supplies	China
Regulatory Approvals	FDA
Regulatory Standard	CE: EN 149:2001 + A1:2009 FFP2 99% BFE ISO 9001:2015
Payment terms	50% immediate 50% upon shipping
Minimum order	500,000
Shipping terms	FOB (CIF available)
Delivery times	7 – 10 days
Price (USD/piece)*	USD 1.50
Capacity	5,000,000 per week



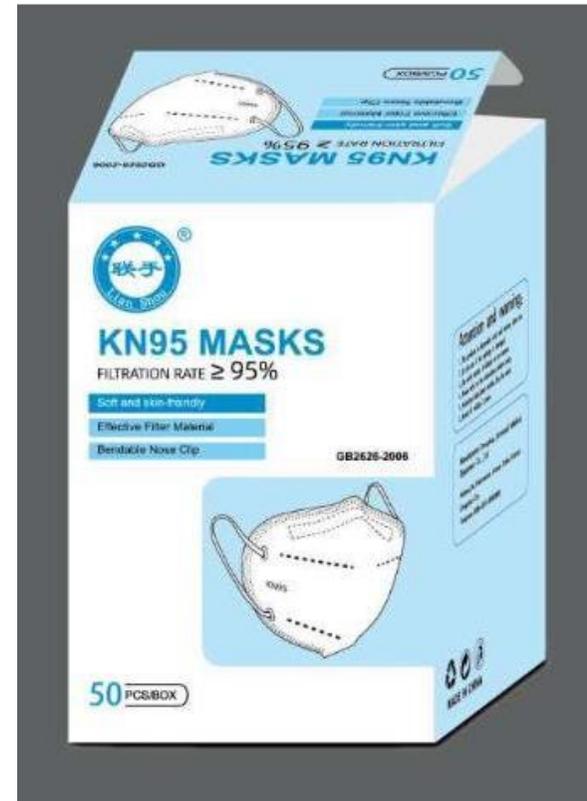
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TECHNICAL SPECIFICATIONS

KN95 REGULAR GRADE

Source of supplies	China
Regulatory Approvals	FDA, CE
Regulatory Standard	EN 149:2001 + A1:2009 FFP2 95% BFE
Payment terms	50% immediate 50% upon shipping
Minimum order	500,000
Shipping terms	FOB (CIF available)
Delivery times	5 – 7 days
Price (USD/piece)*	USD 1.30
Capacity	9,000,000 per week



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TECHNICAL SPECIFICATIONS

Reusable Cotton Mask

Source of supplies	Bangladesh
Regulatory Approvals	-
Regulatory Standard	-
Payment terms	50% immediate 50% upon shipping
Minimum order	500,000
Shipping terms	FOB (CIF available)
Delivery times	5 – 7 days
Price (USD/piece)*	USD 0.45
Capacity	2,000,000 per week



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PROCESS

Our strength is in our medical supply procurement process

- ◆ Senior medical professionals vet all products, test reports and certifications to ensure they meet highest clinical standards and regulatory approval.
- ◆ Our APA team in China that engages directly with partner factories and supervises the quality and compliance of the manufacturing process.
- ◆ We provide transparent information on all our products and processes.
- ◆ APA, in its capacity as a payment services provider can arrange a range of payments and FX solutions while ensuring payment security in and out of China.
- ◆ Our contracts and legal obligations are managed by top tier law firms.
- ◆ Our experience covers working with governments including North America, Australia, South Africa and a number of European countries.

APA MEDICAL - ABOUT US

The goal of APA Medical is to promote sustainable healthcare systems. We achieve this through our **Healthtech Fund** and a **Healthcare Technology Solutions Platform**. Our initial focus is on ASEAN, our home and our neighbourhood, with the intention to expand the integrated offering globally in due course.

The **Healthtech Fund** invests in disruptive medical products to support their R&D and scale production capacity. We have a strategic focus on diagnostic and disease management innovations that appeal to our large network of governments and healthcare institutions in the Indo-Pacific region, Europe and United States.

The **Healthcare Technology Solutions Platform** strives to create sustainable healthcare by using innovative technology to improve accessibility, treatment efficacy and reduce costs of healthcare. Our strategy involves providing end-to-end solutions to our clients by first identifying the pain points in their healthcare system, strategising to solve pain points, source innovative solutions and develop a consortium of technologies onto one platform for seamless integration into existing infrastructure.

APA GROUP - ABOUT US



Atlantic Partners Asia (“APA”) is a corporate finance and private equity boutique that partnered with a SFC regulated type-9 asset management firm in Hong Kong. We offer tailored solutions **prioritizing the goals of our clients.**



We assist and advise governments on their **sovereign debt requirements** through our joint-venture with UBS. Our geographical focus is the Indo-Pacific region.



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The team collectively have over **125 years of experience** in the investment industry. The approach to understanding the needs of alternative investment funds results in superior returns for the fund’s investors.



We have **long standing relationships** with governments, multinational corporations, financial institutions as well as leading global and domestic players across equity, venture, hedge and sovereign funds.



Our private equity fund maintains a **strong ESG focus** within the parameters of the United Nations’ Sustainable Development Goals. Social investing and impact investing should be a priority, especially for the emerging markets.

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