



DOLCE-PHARM

Kazakhstani leader in
production of
medical devices

Open your medical device factory

«Dolce» with «Dolce-Pharm» brand

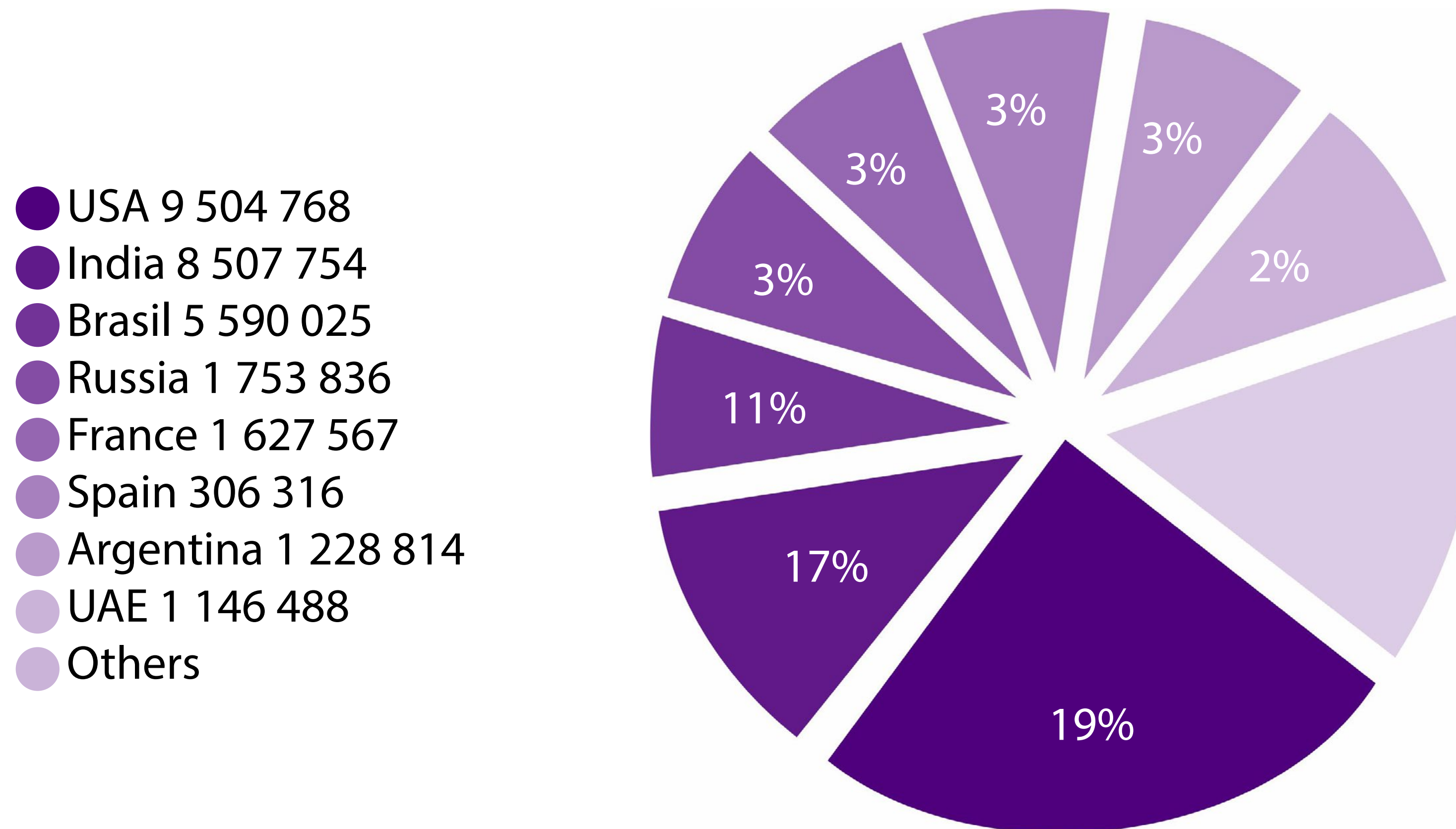
FRANCHISE@DOLCEPHARM.KZ;
[HTTPS://DOLCEPHARM.KZ/INVESTORS](https://dolcepharm.kz/investors)

RELEVANCE OF THE DOLCE DISPOSABLE PRODUCT FRANCHISE

Closed borders, restricted export, increased demand, instability in economic sphere of different countries.

8 countries most affected by COVID cases, cumulative figures for 8.11.20

Total cases: 50 614 467



Source:
<https://covid19.who.int/table>



OUR GOAL (VISION):

To increase the life expectancy of people, to minimize number of post-surgery complications by creating a culture of widespread use of disposable medical products and products for prevention and improvement of health.



OUR MISSION:

Improving the quality of life and protecting people's health by developing and implementing innovative and affordable solutions in the field of Disposable Medical Products and Medicines.



CONCEPT:

Creation of modern enterprises that ensure a high level of the International Quality Standard for production of medical devices and pharmaceuticals that satisfy the needs of external and internal consumers on the basis of a modern developing Quality Management System (QMS).

ABOUT DOLCE COMPANY

80%

State orders, SK Pharmacy since 2010

20%

Commercial sector
retail

Production area 5,686.7 sq.m.
Range:



Masks



Gloves



Personal
protective
means



Non-woven
products

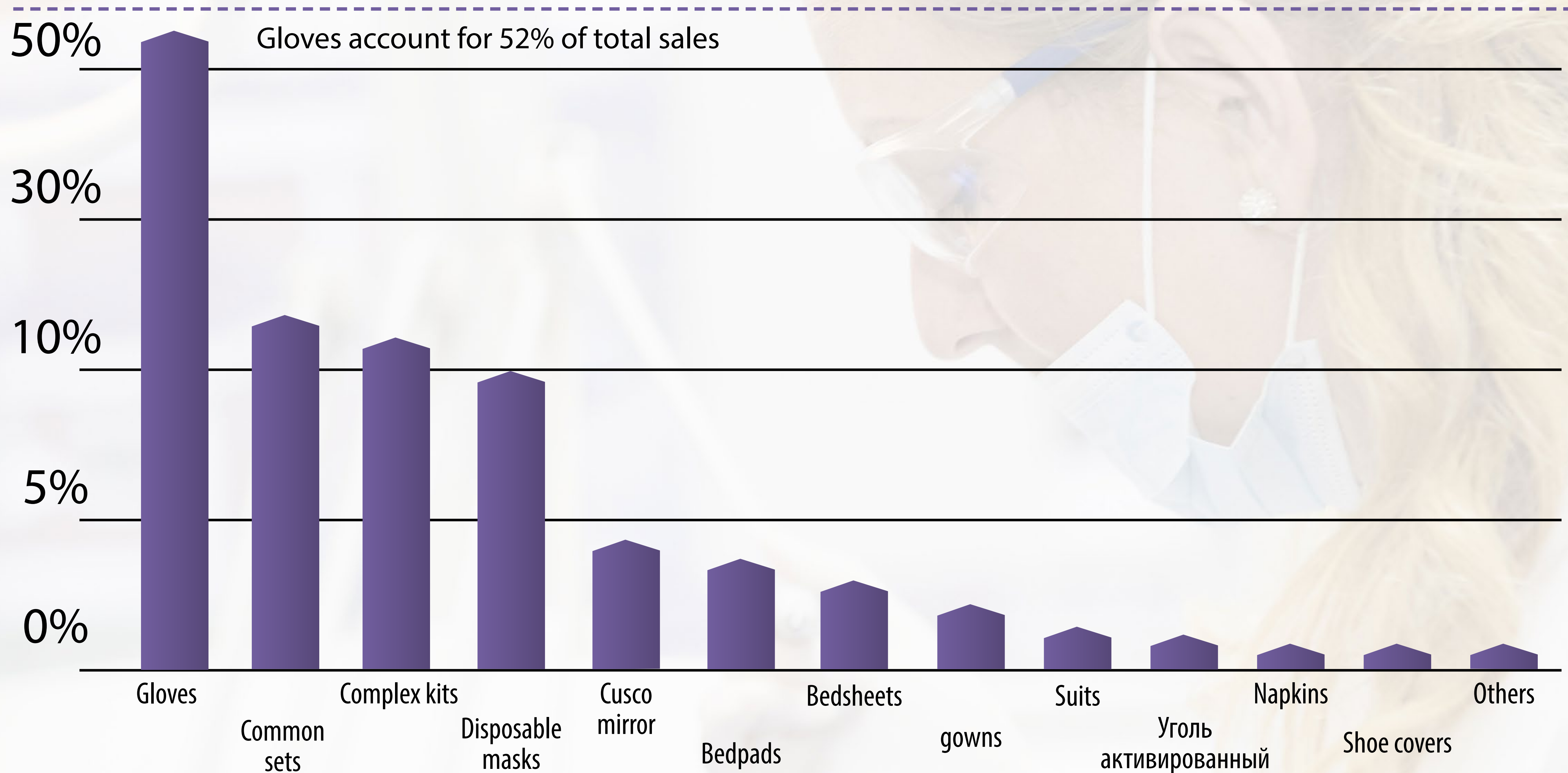


Activated carbon



Plastic products

SHARE OF NOMENCLATURES IN TOTAL SALES



RANGE

Sets



39 types

Shoe covers,
bandanas, clip



6 types

Gloves



43 types

Surgery room
covers



1 type

Overalls



2 types

Sheets, pads and
napkins



67 types

Gowns



10 types

Containers,
plastic products



2 types

Respirators



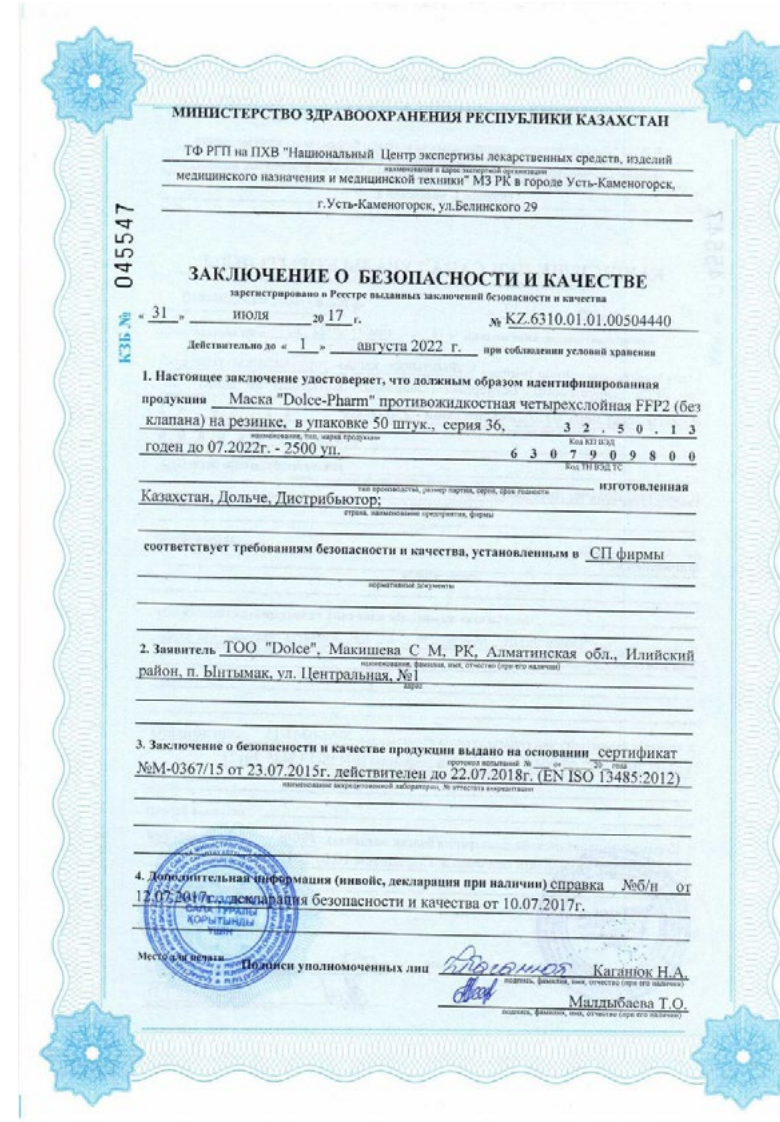
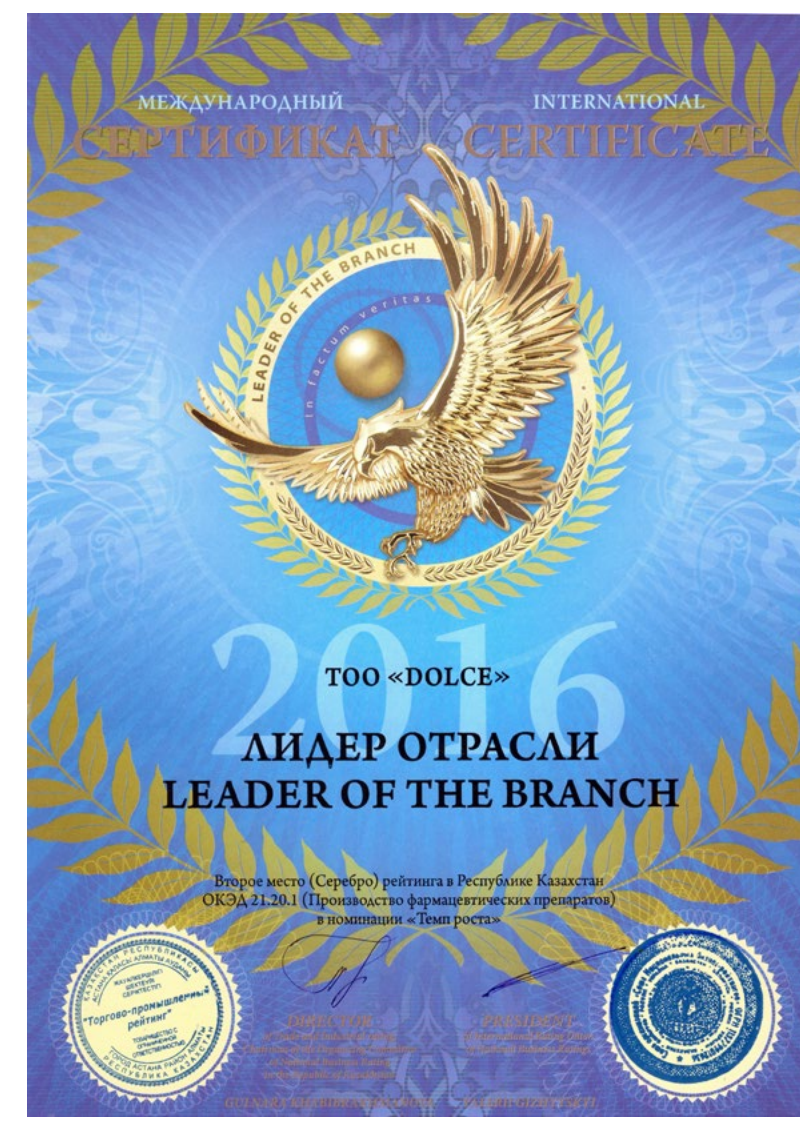
11 types

Products for
gynecology



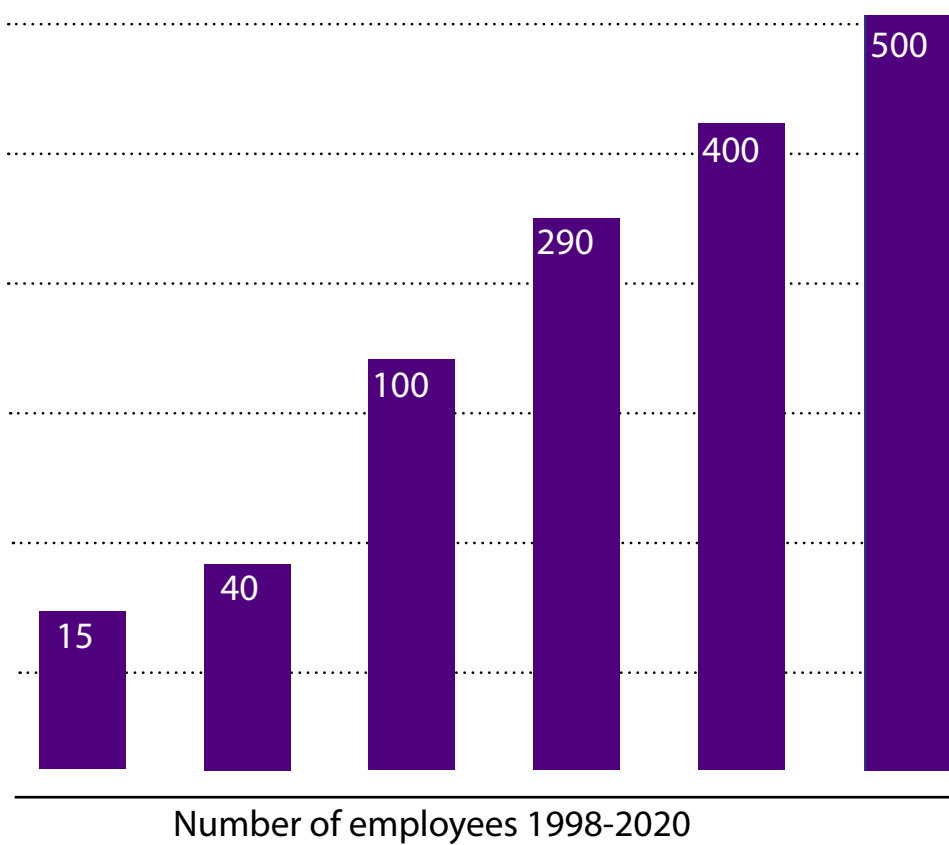
2 types

CERTIFICATES



ISO 9001 and ISO 13485 standards
Registration certificates in the Ministry of Health of the Republic of Kazakhstan
Compliance and safety certificates for each consignment

STAGES OF THE COMPANY DEVELOPMENT



1998



Launch of workshop for pre-packaging, packaging and sterilization of gloves

2001

Launch of workshop for the production of a full cycle of activated carbon tablets



2006

Launch of the shop for packaging, packaging and sterilization of medical



«НАША ВАТА»
Стерильная

100 гр. 50 гр. 25 гр.

2008

Launch of workshop for the production of disposable products



2011

Launch of production workshop Gynecological instruments



2015

Launch of workshop sterilization ethylene oxide products



2018

Modernization of production. Commissioning of new production facilities, storage facilities



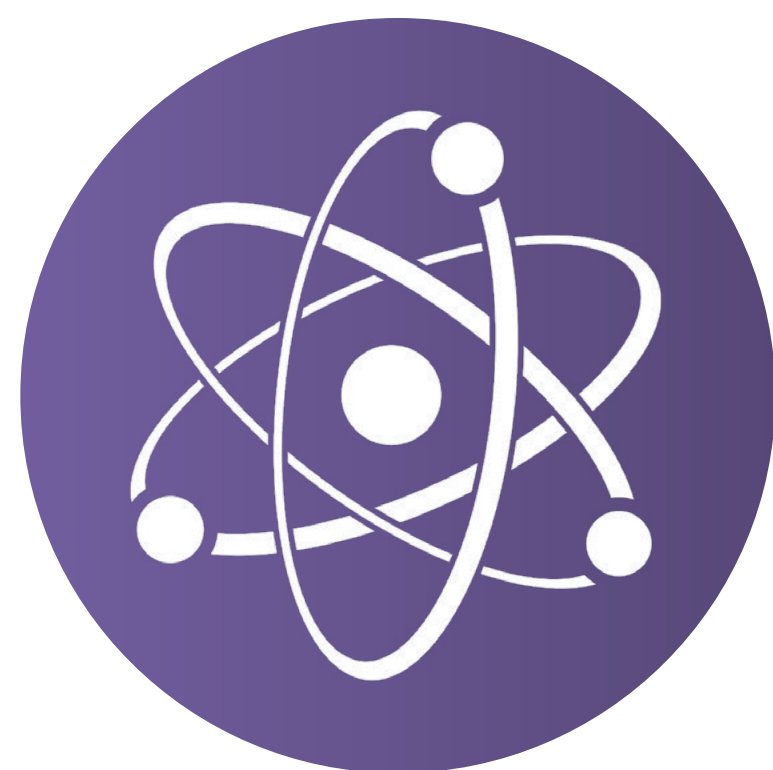
2019

First place among importers of Kazakhstan (commodity group 4015) by indicators: volume of operations, geography, business activity, diversification

2020

Opening of new plant for the production of disposable kits for operating high-tech interventions

DOLCE ACHIEVEMENTS



Quality

Quality raw materials.
Verified suppliers.



Volume

Growth rate of 30% per year, above
the market average. Increase in
assortment in 10% (1998-2020)



Customers

Coverage of hospitals and clinics
with relevant products -100% since
2010. Export to 10 countries



Warranty

The longest period of coverage with
medical devices in Kazakhstan
is 22 years of production.



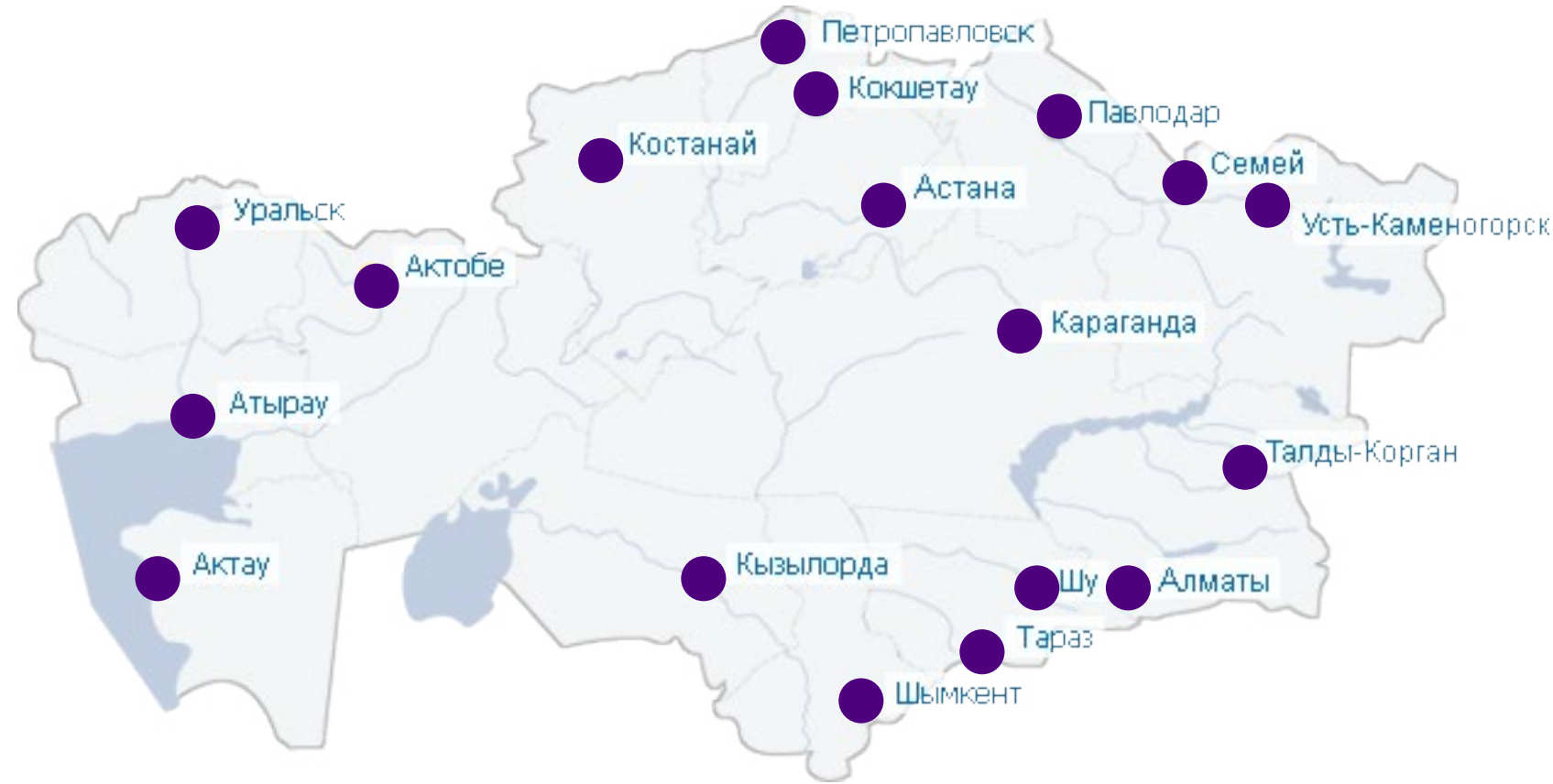
Social responsibility

Increasing the number of
employees to 504, providing
women with jobs (over 70%)

DOLCE GEOGRAPHY

Development since 1998-2019

Trade representations in all cities of Kazakhstan



Export presence



Forecast for 2020-2025



-  Production franchise
-  Sales franchise

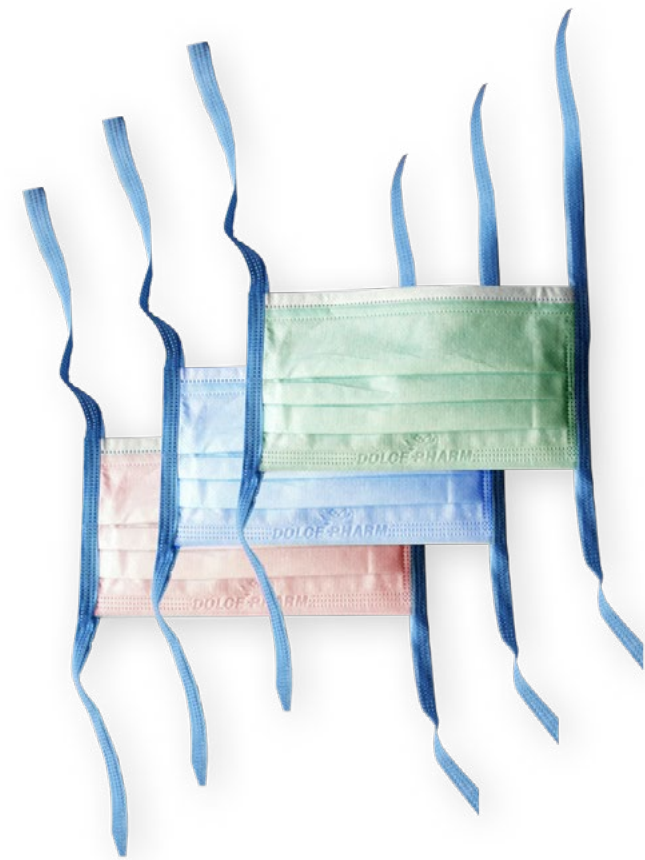
FORMAT: MASK FACTORY

Please e-mail us to franchise@dolcepharm.kz and we will provide you the financial indicators for your format.

PRODUCTS:



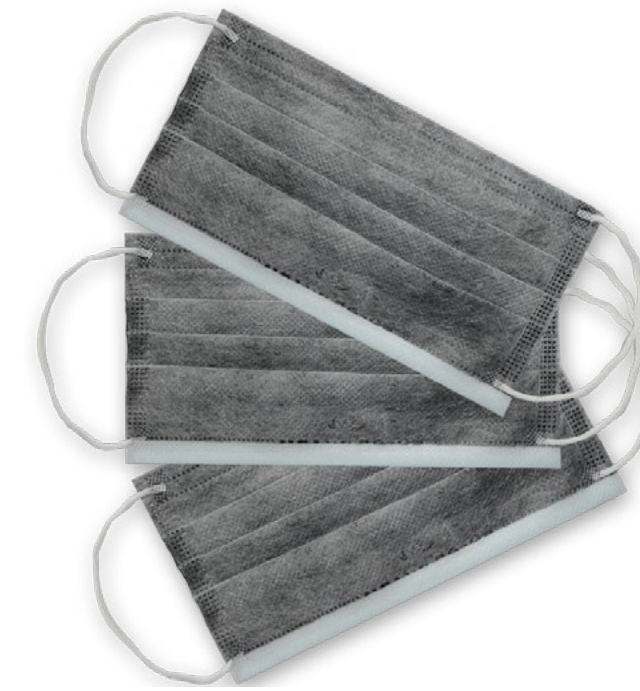
MASKSON RUBBER



MASKSON TIES



CHILDREN'S
RESPIRATOR MASK
(BUTTERFLY TYPE)

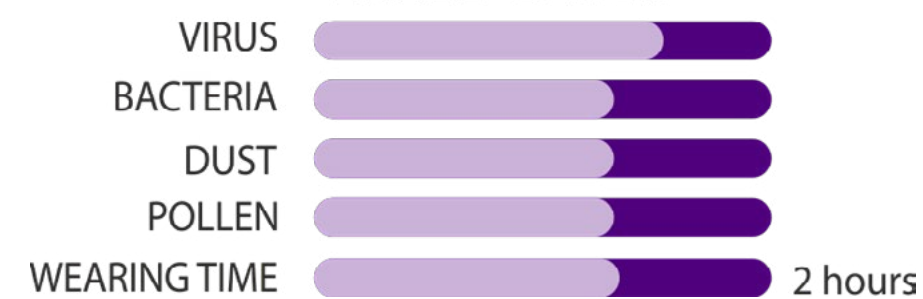


MASKS WITH CARBON
FILTER



FISH-MASKS
FFP1, FFP2, FFP3

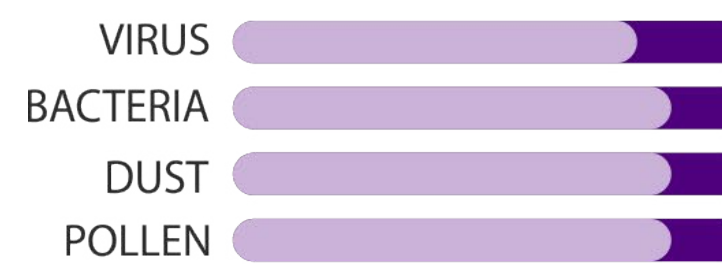
MEDICAL MASKS THREE-LAYER



CARBON FILTER MASKS THREE-LAYER



MASKS FFP1 FILTERS 72% OF PARTICLES



MASKS FFP2 FILTERS 92% OF PARTICLES



MASKS FFP3 FILTERS 99% OF PARTICLES



FORMAT: GLOVE FACTORY

Please e-mail us to franchise@dolcepharm.kz
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PRODUCTS:

GENERAL PURPOSE GLOVES

Derma-Tex

Latex sterile and non-sterile
Powder Free Diagnostic Gloves



Exam-Smooth

Latex sterile and non-sterile
powdered diagnostic gloves



Nitril-Tex

Nitrile sterile and non-sterile
powder-free diagnostic gloves



Surgical-Smooth

Latex, smooth, powdered,
sterile and non-sterile surgical gloves



SPECIAL PURPOSE GLOVES

Surgical-Microtex

Microsurgical, latex, textured,
powder-free, sterile gloves



Surgical-Gin

Gynecological (with high cuffs) latex,
smooth, powder-free, sterile gloves



Surgical-Ort

Orthopedic, latex, textured,
powder-free, sterile gloves



Surgical-Double

double with puncture indication, latex, textured,
powder-free, sterile gloves



FORMAT: FACTORY FOR PRODUCTION OF PERSONAL PROTECTION MEANS

Please e-mail us to franchise@dolcepharm.kz and we will provide you the financial indicators for your format.

PRODUCTS:



MASKS



CAPS



SHOE COVERS



GOWNS



OVERALLS

FORMAT: NON-WOVEN PRODUCTS FACTORY

Please e-mail us to franchise@dolcepharm.kz
and we will provide you the financial indicators for your format.

PRODUCTS:



MASKS



CAPS



SHOE COVERS



GOWNS



OVERALLS



KITS FOR GENERAL SURGERY, NEUROSURGERY,
CARDIAC SURGERY, TRANSPLANTOLOGY,
OBSTETRICS AND GYNECOLOGY, DENTISTRY,
GOWNS FOR ENT, SURGERIES, LAPAROSCOPIES

FORMAT: PLASTIC PRODUCTS PLANT

Please e-mail us to franchise@dolcepharm.kz
and we will provide you the financial indicators for your format.

PRODUCTS:



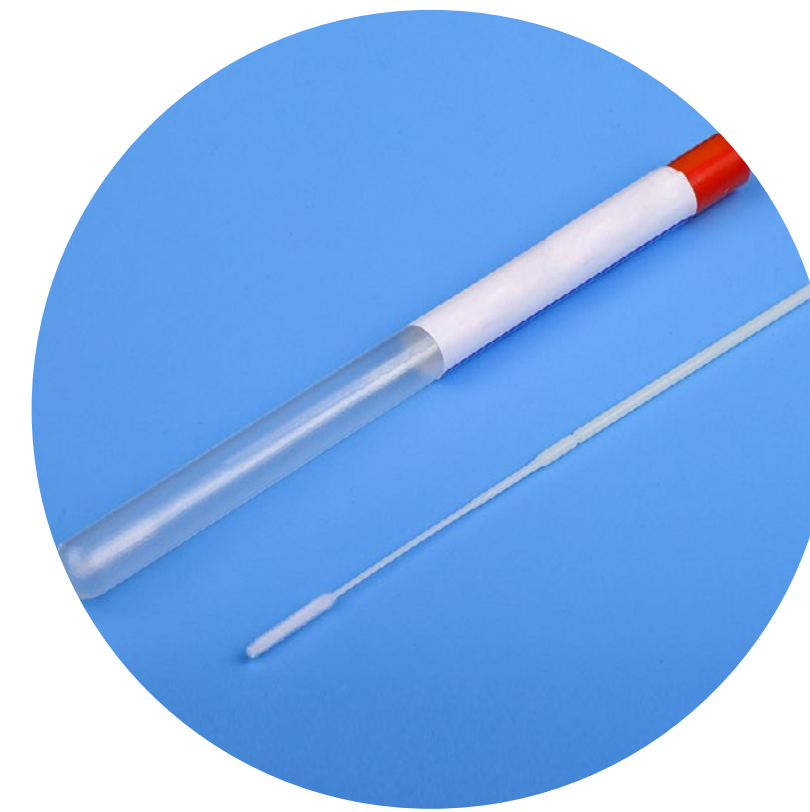
KUSKO MIRROR



FOLKMANN SPOON



SPATULAS



SPECIMEN STICK



BIOASSAY
CONTAINER

FORMAT: TRANSFORMER CONSTRUCTOR - ON PARTNER REQUEST



FRANCHISE OF FACTORY FOR MASK PACKAGING PRODUCTION
PART OF PRODUCTION PROCESS AT THE MANAGING COMPANY FACTORY:
SENDING MASK FORMS
+ RUBBER
+ PACKAGI

DOLCE FRANCHISE ADVANTAGES



TURNKEY READY BUSINESS

- Start from 6 month
- Complete set to start production



FAST ROI ON YOUR INVESTMENT IN THIS NICHE

- High marginality
- Financial support for working capital



FAMOUS BRAND

- Registered trade mark
- Proven production technology
- Centralized Marketing



TEAM FROM THE MANAGING COMPANY

- Training at the preparatory stage
- Training for continuing education
- Training in new products



HIGH TECHNOLOGY PRODUCTION

- Debugged technical processes
- Verified logisticians
- Standardization of the warehouse



КОМАНДА ОТУПРАВЛЯЮЩЕЙ КОМПАНИИ

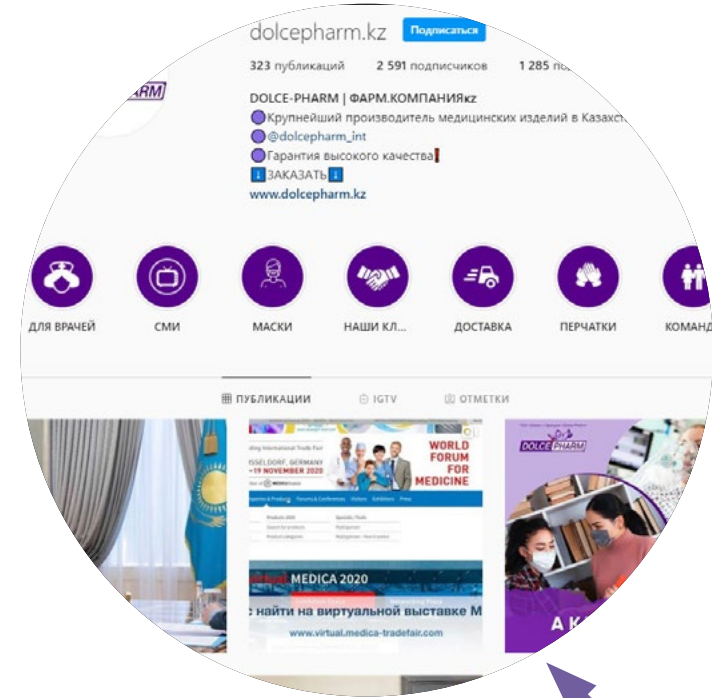
- Step-by-step algorithms for opening
- Check Sheets
- Opening

CENTRALIZED MARKETING. CONTENT PLAN

WEBINARS,
CONFERENCES,
ROUND TABLES



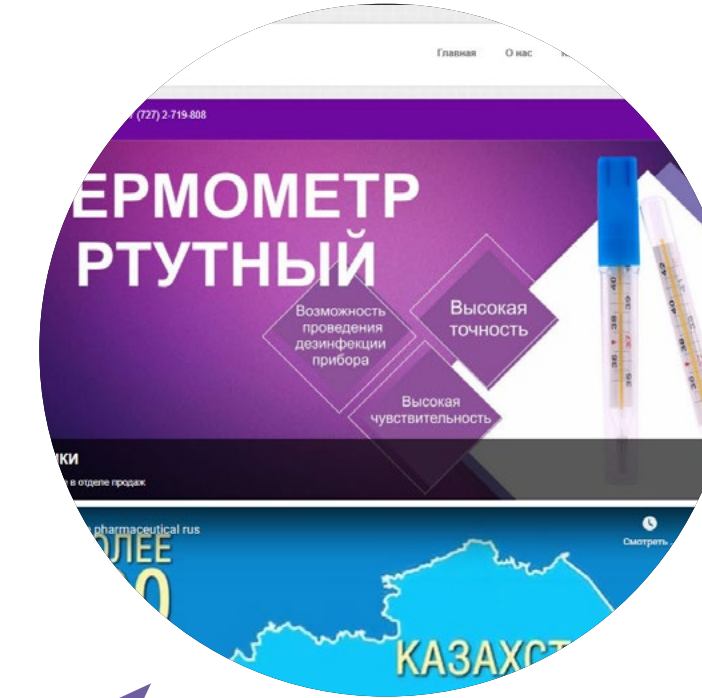
SOCIAL MEDIA



NEWS



WEB SITE



CATALOG, BRAND
BOOK, MARKETING



Dolce LLP with Dolche Pharm brand



DOLCE-PHARM

COMPANY'S
BIRTHDAY



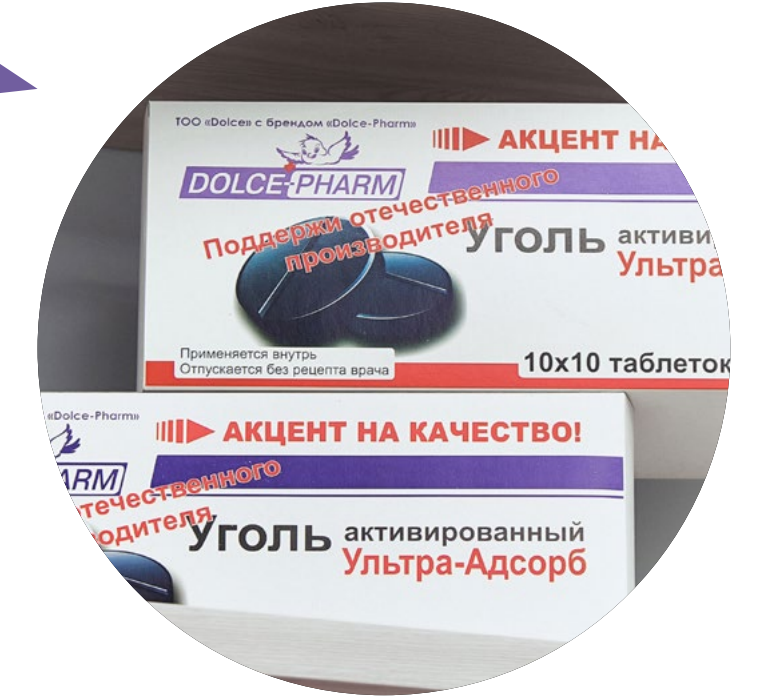
PROMOTION
FOR DOCTORS



PUBLICATION IN
NEWSPAPERS



PROMOTIONS IN
PHARMACIES



COOPERATION PLAN

1. FILLING IN THE QUESTIONARY.

Within 1 working day

2. DISCUSSIONS .

Meeting in Almaty or online.

3. PRE-CONTRACTING STAGE.

Franchise format.
Introductory marketing services, samples, finmodel

4. CONCLUSION OF CONTRACT

Franchise fee payment, receipt of first instructions, legal moments.

DOLCE FRANCHISEE PACK

YOU WILL RECEIVE THE READY EQUIPMENT, THE FULL BUSINESS PACKAGE AND EVERYTHING YOU NEED TO START PRODUCTION



LAUNCH

- Building recommendations
- New object opening team
- Business book
- Supply, installation, start-up of equipment
- Consumables (with equipment)
- Centralized supply of raw materials
- Production technical sheet
- Technical documentation
- Technology training



SUPPORT

- Ready site, franchisee page
- Advertising plan support, content on preparatory period and opening (hereinafter annual approval)
- Brand book (logos, templates)
- Marketing Kit
- Photo, video materials
- Market analysis, overview of main competitors (according to proposed materials)
- Personal manager 24/7
- Maintenance

FRANCHISEE PORTRAIT



REPRESENTATIVES OF CITY ADMINISTRATIONS

FINANCERS, BANK EMPLOYEES

SUCCESSFUL MANUFACTURERS

BEGINNING BUSINESSMEN

PHARMACEUTICAL MANUFACTURERS

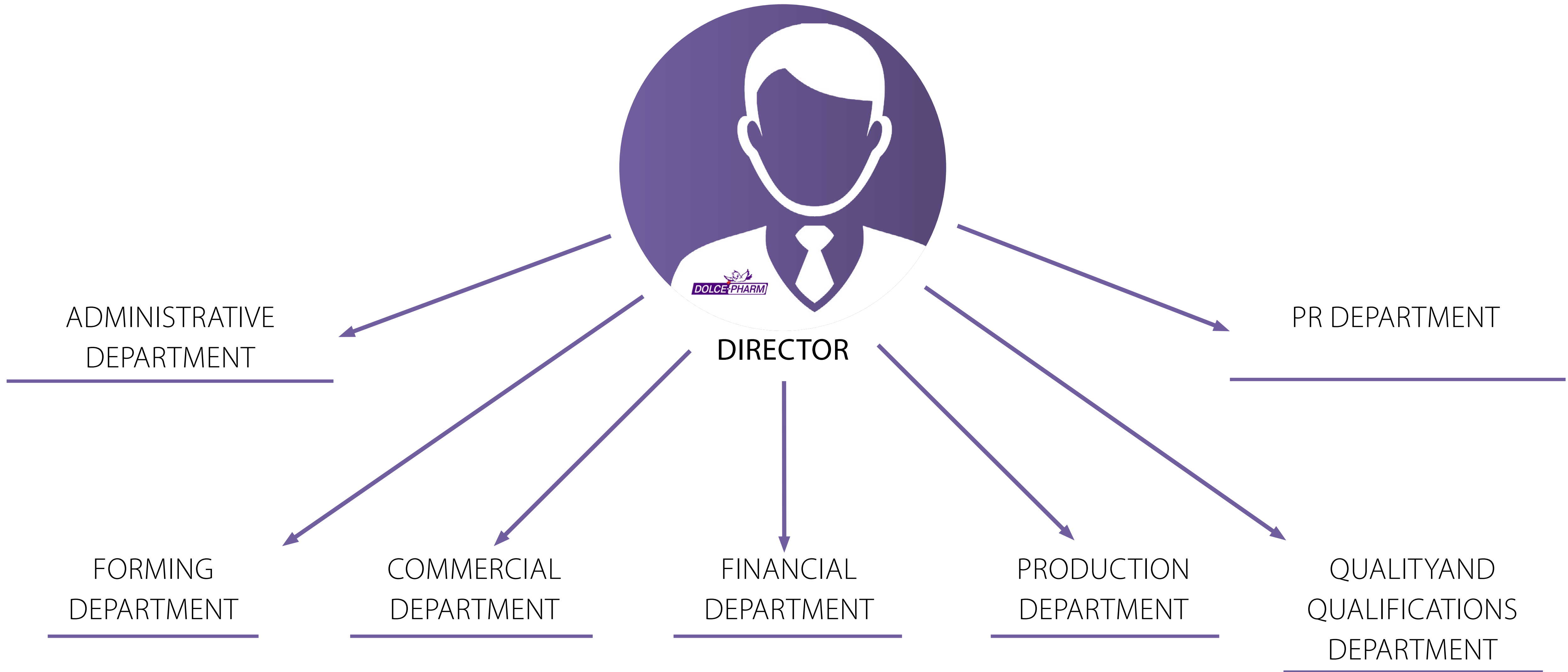
PHARMACEUTICAL DISTRIBUTORS

PREREQUISITE TO FRANCHISEE

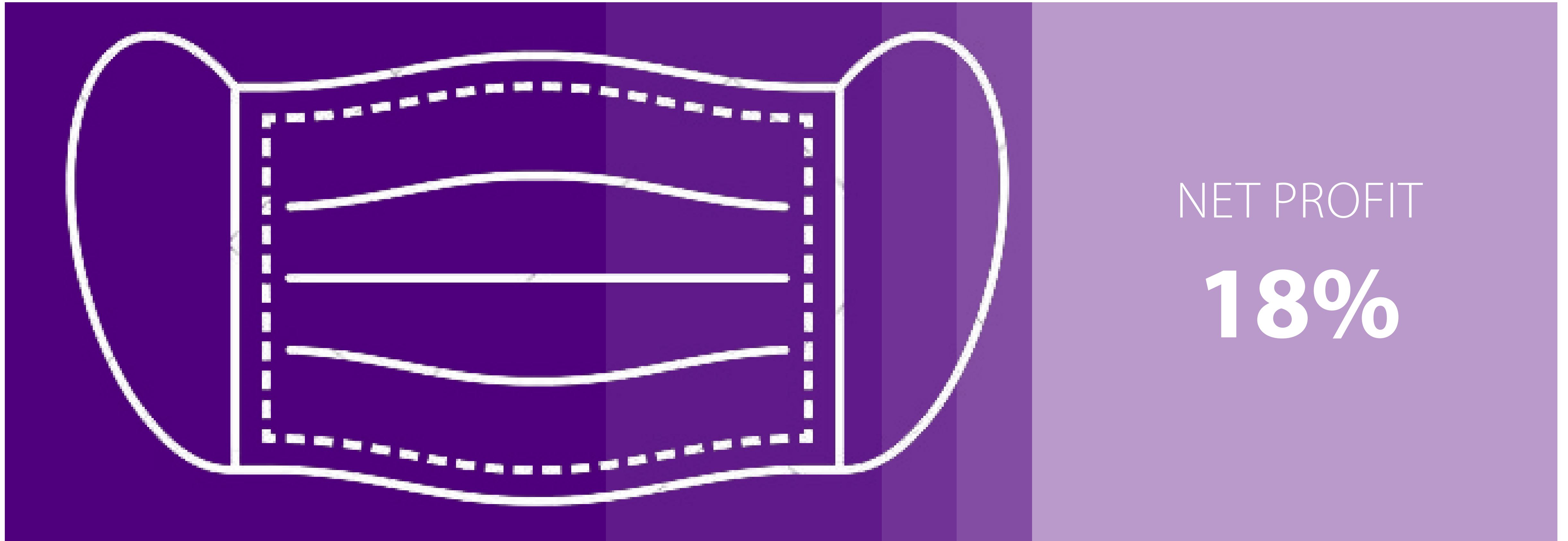


- 1.** COMPLIANCE WITH POLICIES WITHIN THE DOLCE NETWORK WITH THE DOLCE-PHARM BRAND
- 2.** COMPLIANCE WITH THE CONTRIBUTION WITHIN THE DOLCE NETWORK WITH THE DOLCE-PHARM BRAND.
- 3.** PAUSE CONTRIBUTION DEPENDING ON THE CHOSEN MODEL.
- 4.** PAYMENT OF ROYALTY ACCORDING TO THE CHOSEN FORMAT.
- 5.** PROVIDE PREMISES (RENT OR CONSTRUCTION).
- 6.** TO BUY OFFICE FURNITURE, DISPLAY CASES, SHELVES, WORKING SURFACES, ACCORDING TO THE RECOMMENDATIONS.
- 7.** SUPPORT THE WORK OF THE TEAM IN OPENING A NEW OFFICE OR WATER FROM THE MANAGING COMPANY.
- 8.** DO BUSINESS COMPLIANT
- 9.** OBTAINING INTERNATIONAL CERTIFICATES IN YOUR COUNTRY

DOLCE ORGANIZATION STRUCTURE



DOLCE PRODUCTION PROFITABILITY EXAMPLE OF MASKS



RAW AND MATERIALS
54%

SALARY 34%

OTHER DIRECT
EXPENSES 5%

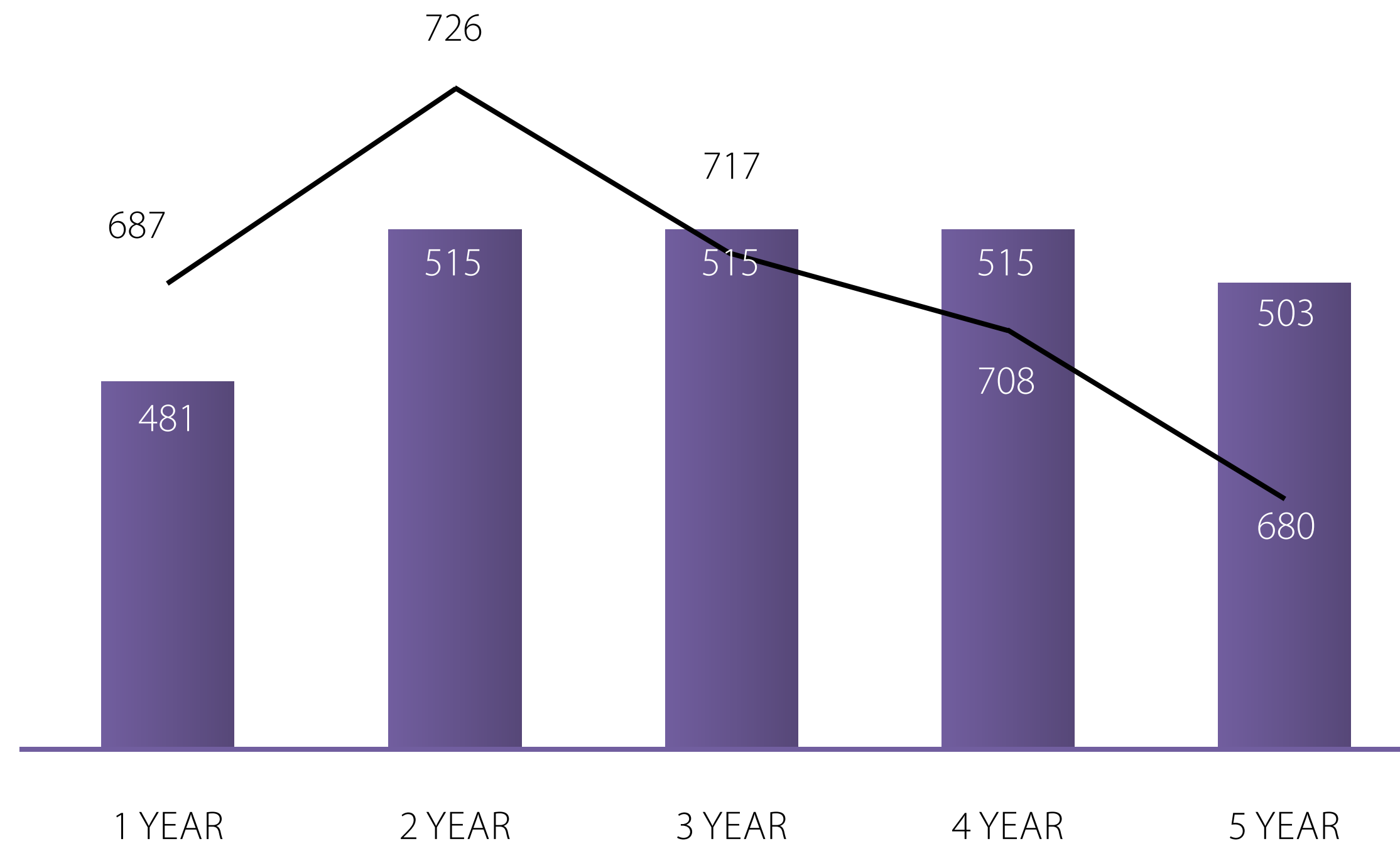
OTHER OVERHEAD
COSTS 7%

NET PROFIT

18%

KEY FINANCIAL INDICATORS ON EXAMPLE OF MASK FACTORY

AVERAGE BREAKTHROUGH POINT FROM 519 THOUSAND EUROS



 BREAK-EVEN POINT IN THOUS. EURO
 BREAK-IVEN POIN IN PRODUCTS QUANTITY, THOUS. PCS

MEAN PAYBACK PERIOD
3,9- 4,2 YEARS

AMOUNT OF INVESTMENT IS
DISCUSSED INDIVIDUALLY AND

DEPENDS ON:

- equipment selection
(manual, semi-automatic, automatic)
- selection of equipment manufacturer

ARE YOU READY TO BE IN THE MARKET TREND?

 dolcepharm.kz

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 dolcepharm

<https://dolcepharm.kz/investors>

E-mail: franchise@dolcepharm.kz

We will get back to you!



Dolce LLP with Dolche Pharm brand

