



 **Revital<sup>®</sup>**

Exceptional care close to you



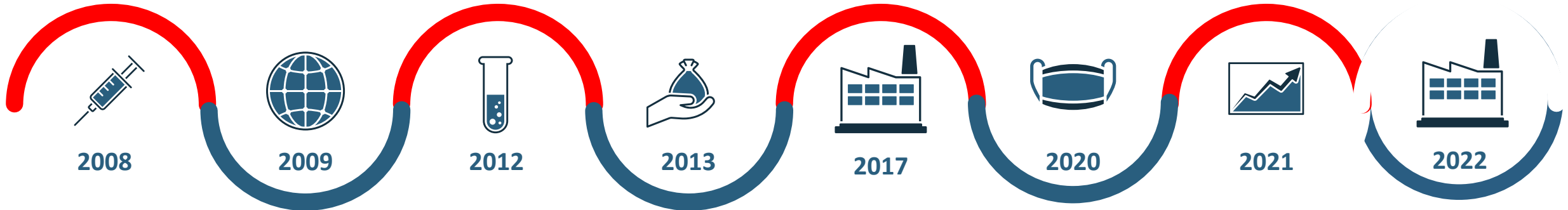
## Who we are and our story so far

Factory in **Mombasa, Kenya** inaugurated by H.E Hon Mwai Kibaki (Former President of Kenya)

Only manufacturer in Africa to make **blood collection tubes**

**Completed current facility**, allowing for expansion of product range

At full capacity of **~1B medical devices annually** with catalogue of **40+ products** exported to **20+ countries**



Received **WHO PQS approval** for auto-disable and RUP syringes as only 1 of 7 companies worldwide

Received investment financed by **Bill & Melinda Gates Foundation** to make RUP syringes

Ramped up fabrication of **C-19 face masks, test kits and PPE** sets in response to C-19 pandemic

**Expansion our current facility**, to further **increase capacity** to accommodate for the manufacturing of **50+ products**

**Largest manufacturers of medical devices in Africa**

We are **Revital**<sup>®</sup>



**Rajni Vora**  
Chairman



**Darshan Vora**  
Director of Finance



**Ankur Vora**  
GM, Director  
Operations



**Roneek Vora**  
Director Sales &  
Marketing, Product  
Development



**Harsh Mehta**  
Head of International  
BD



**Navin Choubey**  
Group Finance  
Officer



**Krupali Shah**  
Technical Director



**Shigeru Handa**  
Non-Executive  
Director



**Pramod Kumar**  
Plant Head



**Chandra Prakash**  
QA & QC  
head



**99%**  
KENYAN Employment

**80%**  
female staff

**600+**  
factory workers

**20+**  
sales & marketing  
team across 4 countries

**30+**  
Strong QA & QC team

As of May 2021



# Accreditations

Over the past 15 years, we have received accreditation international bodies allowing us to be a truly global manufacturer.



- 20 Pcs. Antigen Test Cassette
- 20 Pcs. Swabs
- 20 Pcs. Buffer Solution
- 20 Pcs. Extraction Tubes
- 20 Pcs. Biohazard Ziplock Bags



PERFORMANCE	PERFORMANCE	PERFORMANCE	PERFORMANCE	PERFORMANCE	PERFORMANCE QUALITY SAFETY
<p><b>E013</b></p> <p>POB code: E013/043</p> <p>Description: RUP syringe 5ml</p> <p>Manufacturer's reference: Revital 5ml ( 2 piece)</p> <p>Manufactured in: Kenya</p> <p>Company: Revital Health Care (EPZ) Limited LR No. 5025/1239, Msuarini Mombasa-Malindi Road Kilifi County Kenya</p> <p>Address: +254 72041 2900 info@revitalhealthcare.com www.revitalhealthcare.com</p> <p>Web address: www.revitalhealthcare.com</p>	<p><b>Specifications</b></p> <p>Graduations: 0.2ml</p> <p>Syringe material(s): Polypropylene</p> <p>Number of components: 2 pieces</p> <p>Needle fixation: Detachable</p> <p>Primary packaging: Paper blister pack</p> <p>CE mark: Yes</p>	<p><b>Specifications</b></p> <p>Graduations: 0.5 ml</p> <p>Syringe material(s): PPE, Polypropylene</p> <p>Number of components: 2 pieces</p> <p>Needle fixation: Detachable</p> <p>Primary packaging: Blister pack</p> <p>CE mark: Yes</p>	<p><b>Specifications</b></p> <p>Graduations: 0.1ml</p> <p>Syringe material(s): Polypropylene</p> <p>Number of components: 3 pieces</p> <p>Needle fixation: Detachable</p> <p>Primary packaging: Paper blister pack</p> <p>CE mark: Yes</p>	<p><b>Specifications</b></p> <p>Graduations: 0.2ml</p> <p>Syringe material(s): Polypropylene</p> <p>Number of components: 2 pieces</p> <p>Needle fixation: Detachable</p> <p>Primary packaging: Paper blister pack</p> <p>CE mark: Yes</p>	<p><b>Specifications</b></p> <p>Graduations: 0.2ml</p> <p>Syringe material(s): Polypropylene</p> <p>Number of components: 2 pieces</p> <p>Needle fixation: Detachable</p> <p>Primary packaging: Paper blister pack</p> <p>CE mark: Yes</p>

# 8 CERTIFIED WHO-PQS SYRINGES

# OUR PRODUCTS

## SYRINGES

1. Revital Reuse Prevention Syringe  
[1ml 2P, 1ml 3P, 2ml 2P, 2ml 3P, 5ml 2P, 5ml 3P, 10ml 2P]
2. Revital Cady Fixed Dose Immunisation syringe  
[0.1ml 3P, 0.3ml 2P, 0.5ml 2P, 0.5ml 3P]
3. Revital BCG Syringe  
[0.05ml 3P]
4. ABC Conventional Syringe  
[1ml 2P, 2ml 2P, 3ml 2P, 3ml 3P, 5ml 2P, 5ml 3P]
5. DCK Conventional Syringe  
[10ml 2P, 20ml 2P]
6. Revital Insulin Syringe  
[0.5ml 50U, 1ml 100U, 1ml 50U, 1ml 40U]

## NEEDLES

7. Revital Safety Needle
8. Revital Spinal Needle
9. Revital Hypodermic Needle

## CADY BLOOD COLLECTION TUBES

10. Blood collection tubes
  - Plain - No Additive
  - Clot Activator with gel
  - ESR
  - Sodium Citrate - Coagulation
  - Glucose
  - Lithium Heparin - Plasma
  - K2EDTA
  - K3EDTA
  - Clot Activator

## DIAGNOSTICS

11. Cady Viral Transport Medium [VTM]
12. Cady SARS-CoV-2 Rapid Antigen Test
13. Cady Rapid Malaria Test Kit
14. Cady Rapid HIV Test Kit
15. Cady Pregnancy Rapid Test Kit
  - Strip / Cassette
16. Drugs of Abuse
  - Amphetamines
  - Cocaine
  - Barbiturates
  - Opioids
  - Benzodiazepines
  - THC
17. Cady Hepatitis B Test Kit
18. Cady Hepatitis C Test Kit
19. Cady Syphilis Rapid Test Kit
20. Dengue Rapid Test Kits
21. H.Pylori Rapid Test Kit
22. Cervical Cancer (HPV Rapid Test Kit)
23. Tumour Biomarker
  - PSA
  - FOB
  - Cardiac Biomarkers
24. Veterinarian Rapid Test Kits
25. Neglected Tropical Diseases
  - Yellow Fever
  - African Schistosomiasis
  - Leishmaniasis
  - Chikungunya
  - African Trypanosomiasis
26. Cady Dry Blood Spot Test
27. Urine Strip Test

## NEONATAL CARE

28. VAYU bCPAP System (Bubble Continuous Positive Airway Pressure System)
29. VAYU Oxygen Delivery System
30. VAYU Reusable Filter Housing
31. Revital Umbilical Cord Clamp

## PERSONAL PROTECTIVE EQUIPMENT (PPE)

32. Revital Gown (Isolation gown, Surgical gown)
33. Revital Coverall and Shoe Cover
34. Revital Bouffant Clip Cap
35. Cady Medical Scrubs
36. Revital Face Mask - [Surgical & Premium]

## CATHETERS

37. Revital Female Catheter
38. Nelaton Catheters
39. Revital Suction Catheter
40. Revital Foley Balloon Catheter
41. Urine Collection Bag

## TUBING

42. Revital Rectal Tube: 24m-36mm
43. Revital Infant Feeding Tube : 4mm-10mm
44. Revital Endotracheal Tube: 2.5mm-10mm
45. Revital Ryles Tube : 6mm-22mm
46. Intravenous Cannula  
[14G,16G,17G,18G,20G,22G,24G,26G]
47. 3 Way Stop Cock
48. Burette Infusion Set - Ssoluset  
Measured volume set, gravity feed
49. Infusion Set (IV Administration Sets)
  - IV Set Economy
  - IV Set Regular
  - IV Set Premium

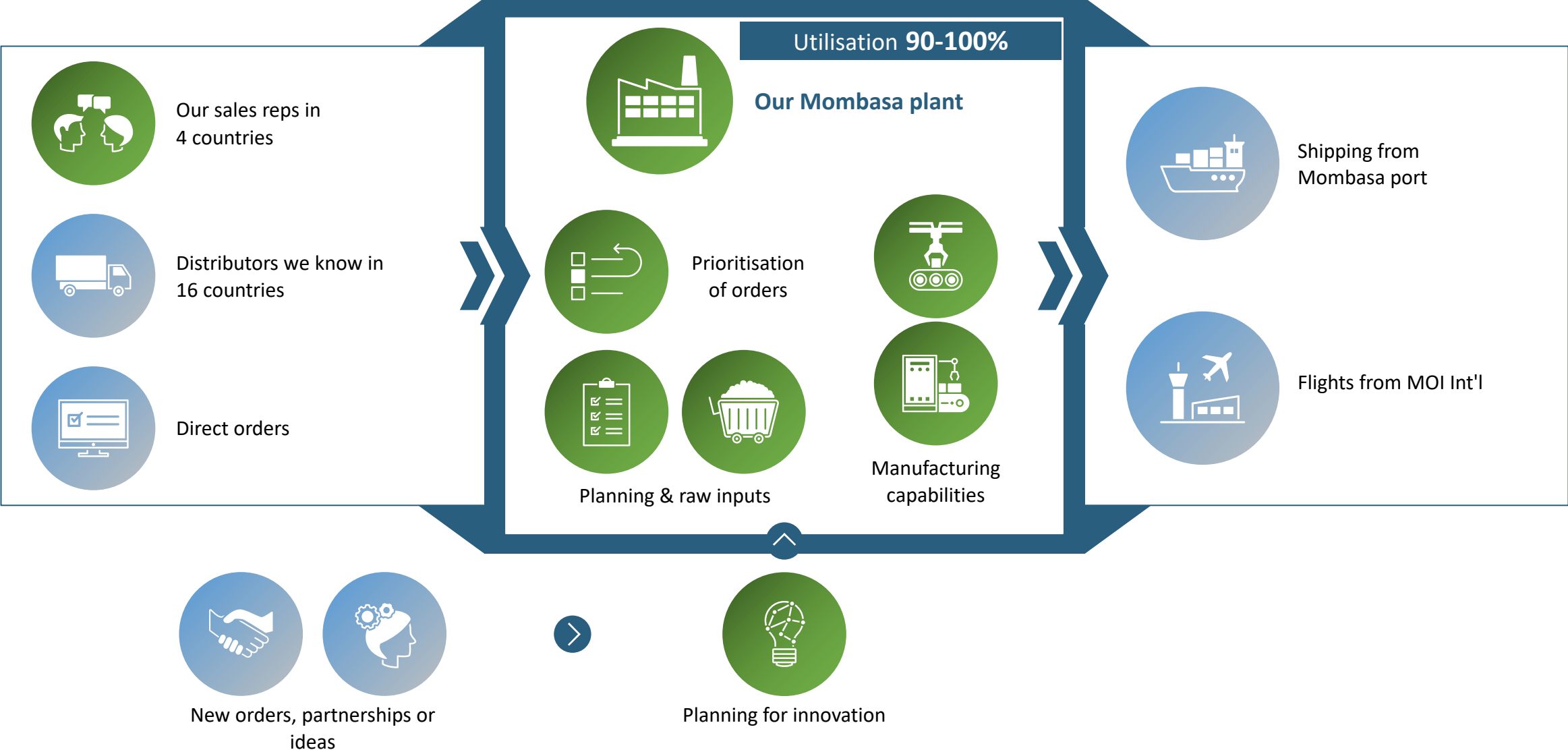
## TRANSFUSION EQUIPMENT

50. Blood Transfusion Set / Administration Set

## LABORATORY ITEMS

51. Petri dishes
52. Pipette tips (10ul, 200ul, 1000ul)
53. Cryovials
54. Microcentrifuge tubes
55. Centrifuge transport tubes
56. PCR tubes
57. Spreaders
58. Stool & Urine container

# We have a strong business model in the middle of the value chain



At **Revital**, we enjoy a pan-African and global customer footprint



**1.2 Billion**

Population of Africa

**1 Billion**

Population for Sub Saharan Africa

**256 Million**

Population for North and West Africa



Africa is **heavily dependent** on imports of medical disposables from other markets

During the COVID-19 pandemic demand spiked internationally & supply to Africa ground to a halt, with healthcare workers facing an **acute shortage in mid-2020**

80%+

of medical products are imported into Africa



Supported by:  
**BILL & MELINDA**  
**GATES** *foundation*



**1 in 4**

Global Manufacturers

**THE ONLY**

African Manufacturer

**PATENT PENDING**





# Project Diagnostics: COVID VTM Kits + Rapid Diagnostic Test Kits

# RHC RDT MANUFACTURING

# 123

**FIRST MANUFACTURERS**  
ACROSS SUB-SAHARAN  
AFRICA



AWARDED **APPROVALS** FROM  
KENYA, UGANDA, TANZANIA,  
CONGO AND RWANDA



DEVELOPING SECTOR WITH A  
**LARGE SCOPE** OF PRE-EXISTING  
**DISTRIBUTORS** ACROSS 15  
COUNTRIES IN AFRICA



**PARTNERSHIPS** WITH INTERNATIONAL  
ORGANISATIONS FOR **TECH TRANSFER**  
& **PPP** TO IMPROVE HEALTHCARE  
OUTCOMES ACROSS AFRICA

## Products Launched



## Phase 1 – Current Capacity 2M Tests/month

### CURRENT PROCESS – PHASE 1

1. Strip Cutting
2. Assembly
3. Packing

ALL THE ABOVE PROCESSES ARE PERFORMED IN CONTROLLED CONDITIONS WHICH INCLUDE:

- TEMPERATURE - 25°C (+/- 2°C)
- RELATIVE HUMIDITY – 22% (+/- 2%)

### CURRENT PRODUCTS MFG

1. CADY COVID-19 ANTIGEN TEST
2. CADY MALARIA Pf/PAN
3. PLASMOCHK MALARIA Pf/PAN
4. CADY HIV 1 / 2 – 3 LINE

## Phase 2 – Products

1. PREGNANCY (HCG) – CASSETTE + STRIP
2. HEPATITIS B (HBsAg)
3. HEPATITIS C (HCV)
4. DENGUE (NS1)
5. SYPHILIS

Revital, will launch all the above products in monthly phases to ensure by 2023 we hold a complete portfolio of RDT's while driving new technologies onto the African continent through global collaborations.

# USAID – R&D Team Progress to launch new products

## New Product Launches

- HIV/Syphilis Combo Test
- Dengue Rapid Test
- Hepatitis C
- Syphilis
- H-Pylori
- Dried Blood Spot
- Hepatitis B
- HIV 1/2 Rapid Test
- Malaria P.f/Pan Test
- Pregnancy

## Registration

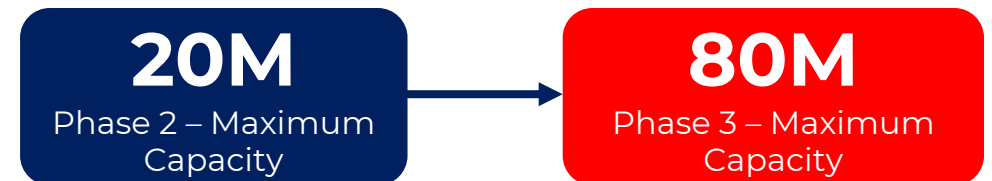
- In Progress
- In Progress
- In Progress
- In Progress
- In Progress
- Registered
- Registered
- Registered
- Registered
- Registered

## Future Product Launches

- Tumor Biomarkers
- Veterinarian Test Kits – Livestock Testing
- Drugs of Abuse
- Sickle Cell Anemia
- HPV (Cervical Cancer)
- Neglected tropical diseases

## Phase 3 Expansion

### Capacity Expansion...



**3-5 Year**  
Projected Expansion Plan

# COLLABORATIONS WITH AGENCIES



- Establishing convenings of manufacturing, multilateral organisations, and governments to discuss strengthening of regional manufacturing.
- Invited to Cape Town and Goa for discussion on RDT manufacturing in Africa.



- Support on the funding requirements for the establishment of RDT manufacturing in Kenya.
- Revital has submitted the required documentation for due diligence purposes to **USAID Health Office and ATI Program.**



- Procurement of COVID-19 RDTs
- Support on **technology transfer** on HIV and Malaria RDT's.
- Collaborating with **Global Fund** to identify the correct RDT to bring to market
- **Mark Bonifacio** - Assigned as a technical consultant for the implementation of RDT's at Revital

Lead/Regulatory team arriving on 2<sup>nd</sup> - 4<sup>th</sup> May



- Committed to support local manufacturing for the provision of HIV Diagnostics
- 15M RDT's to be procured in Africa by 2025
- Support of ERP mechanism to accelerate WHO-PQ approvals



- **Completed due diligence** questionnaire on Revital's objectives, impact and sustainability for the project
- In discussion for signing an **MOU** for PATH to identify further **external investors and technology transfer partners.**
- Assessment for **capacity building** of RDT's for SSA markets

Diagnostics Offer Abha Patil visit on 21<sup>st</sup>-22<sup>nd</sup> May



- Holders of new patented technologies and identifying manufacturing partners for the commercialization such technologies.

Leadership team visited Revital in December 2022



 **Revital**<sup>®</sup>

VAYU   
Global Health

**Breathing for Babies**

Project Established: December 2021

# DID YOU KNOW?

Pure oxygen is toxic and can cause permanent blindness, brain injury and lung damage.



**120 MILLION**  
CHILDREN < 5

EACH YEAR SUFFER FROM  
ACUTE RESPIRATORY ILLNESS  
WORLDWIDE\*

**1.3 MILLION**  
DIE

EVERY YEAR BEFORE THEIR  
FIRST YEAR OF LIFE.

**91%**

of the world's children  
**DO NOT** have access to  
either technology

# WORLD'S 1ST

High quality neonate and infant CPAP system that:

1

Does not require electricity, compressed air, or manual power

2

Blends air and oxygen to an adjustable concentration (30- 100%) to prevent damage caused by excessive oxygen exposure

3

Is simple to use and easy to maintain

4

Costs a fraction of the price of previous CPAP systems





# EXISTING BUBBLE CPAP SYSTEMS\* ARE OUT OF REACH FOR 90% NEWBORNS



**EXPENSIVE**



**REQUIRES ELECTRICITY**



**COMPLEX**

Existing bCPAP Devices	Vayu bCPAP
High quality	High quality
Regulatory approved	Regulatory approved
Expensive \$5,000 to \$10,000	Affordable <\$500
Require electricity - often not reliably available	No electricity required
Often require compressed air - not available outside major hospitals	No compressed air required - uses ambient air
Difficult to service - complex pumps and parts	Easy to service - no electronic parts
Technically complex	Easy to use
Not ideal for transport	Ideal for transport
Can reach only 9% of infants in need	Can reach 100% of infants in need
New set of consumables required	Reusable device
Supply chain management	Locally manufactured – easily available



**AFFORDABLE**



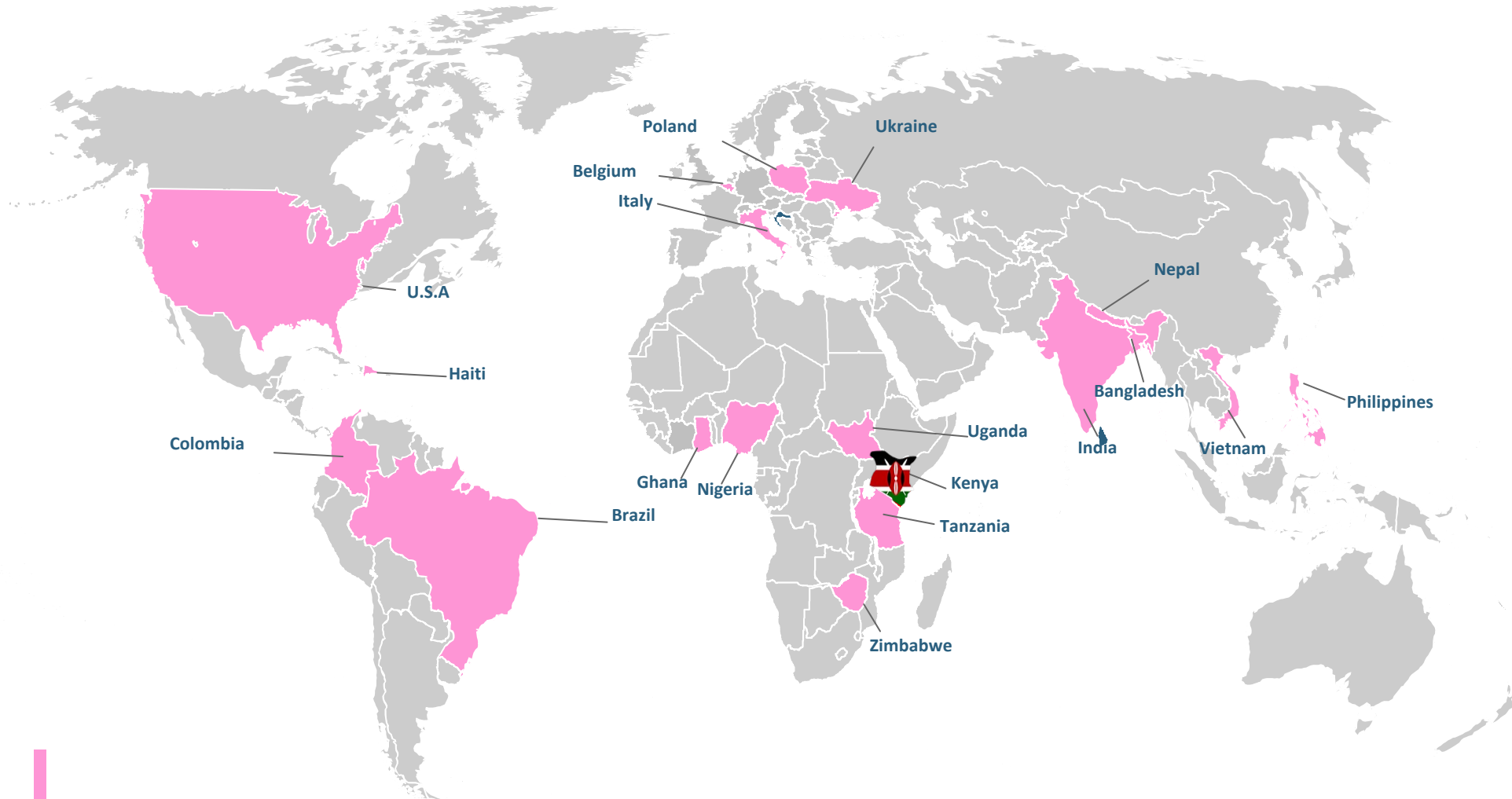
**NO ELECTRICITY REQUIRED**



**EASY TO USE**

\*Continuous Positive Airway Pressure (CPAP) Systems open collapsed airway spaces and support the mechanics of breathing in patients with acute respiratory conditions

# COUNTRIES USING Vayu bCPAP



22+

Where bCPAP has been deployed.

**EXCLUSIVELY MANUFACTURED BY REVITAL FOR GLOBAL ACCESS**

## GLOBAL SUPPORT



BILL & MELINDA  
GATES *foundation*



Save the Children



National Institutes  
of Health



**USAID**  
FROM THE AMERICAN PEOPLE

Supporting the world's future generational leaders

# SUCCESS STORY: TANZANIA: MUHIMBILI NATIONAL HOSPITAL DATA COLLECTION PERIOD 8<sup>th</sup> April – 10<sup>th</sup> Oct, 2021

CPAP Device Used	VAYU	Diamedica	MTTS	Fanem	Total
Number of neonates placed on CPAP (%)	370 (95.1)	10 (2.6)	6 (1.5)	3 (0.8)	389
Sex					
Male	191	6	2	2	201 (51.7%)
Female	179	4	4	1	188 (48.3)
Average (median) birthweight in grams	1521.3 (1400) [500-3800]	1385 (1480) [710-2000]	1338 (1315) [700-2200]	3096 (3100) [2690-3500]	1522 (1400) [500-3000]
Reported Diagnosis					
RDS	329	10	5		344 (88.4%)
Pneumonia including meconium aspiration	7				7 (1.8%)
Sepsis	12			1	13 (3.3%)
Apnea of prematurity	10				10 (2.6%)
Asphyxia	4				4 (1.1%)
Other	8		1	2	11 (2.8%)
Average duration of treatment with CPAP in days	7.2 days (<1-39)	3 (2-4)	14	4	
Survived to wean	81.40%				

**81.4%**

Survival rate in pre-term neonates

**2500+**

Number of neonates supported with Vayu bCPAP

**95.1%**

Neonates placed on Vayu bCPAP

VAYU CPAP WAS THE **MOST USED AND PREFERRED** DEVICE COMPARED TO OUR CLOSEST COMPETITORS

## FIRST SHIPMENT TO UKRAINE

The First Lady of Kisumu, H.E Dorothy Nyong'o and The Chairman, Mr. Vora flagging off the first shipment of 220 units to Ukraine.



In Partnership with:



Lufthansa



# Vayu bCPAP IN UKRAINE

“Dear Prof Dr Thomas Burke,  
We are grateful for you! Your humanitarian support has made an invaluable contribution to the struggle of the Ukrainian people”

“Dear Thomas,  
3 bCPAP Systems were successfully delivered to the Perinatal Center of Poltava. Thank you for all your efforts and support!”

“Dear Prof Dr Thomas Burke!  
The equipment you had provided (non-invasive infant ventilators) really saves of our Ukrainian newborns!  
P.S. Her name is Victoria like VICTORY!”



# More breathing devices needed for premature babies born in Ukraine



“Unitaid funding enabled FDA approval of the Vayu bCPAP system, its engineering and manufacturing in Kenya as well as specific support for Ukraine.” – Herve Verhoosel, Head of Communications (UNITAID).



Herve Verhoosel  
Msemaji UNITAID

# IMPLEMENTATION PACKAGE: VAYU bCPAP PHYSICAL LEARNING CENTRE





Saving our **future leaders**, is the goal to ensure the sustainability of global development...

Global aid agencies, Private organisations and Stakeholders are the difference makers....

**Vayu Global Health** and **Revital Healthcare**, will ensure this is made a reality...



**22+**

Countries using



**25,000+**

Babies treated



**193**

Countries



**How many more lives can we save?**



**We need your support**



Thank you for your visit to Revital Healthcare  
and time taken to understand our path  
towards ensuring **African Healthcare  
Independence**



[harsh@revitalhcare.com](mailto:harsh@revitalhcare.com)



[www.revitalhcare.com](http://www.revitalhcare.com)



Revital Healthcare (EPZ) Limited

