

Announcement
07 March 2025

EKUINAS DIVESTS ITS 75% SHAREHOLDING IN MEDISPEC

KUALA LUMPUR, 07 March 2025 – Ekuiti Nasional Berhad (Ekuinas) is pleased to announce the divestment of its 75% equity stake in Medispec (M) Sdn Bhd to a leading Malaysian pharmaceutical group. This divestment delivered a net internal rate of return (IRR) of 36.9% and Money Multiple (MM) of 3.5x for Ekuinas, concluding a successful period of value-creation in collaboration with the Medispec management team since its acquisition in 2021.

Incorporated in 1985, Medispec started its business in Penang as a marketing agent for Biolab Thailand, and since then on-boarded many international pharmaceutical companies onto its portfolio to become one of the leading pharmaceutical and healthcare products distributors in Malaysia. As at end of 2024, Medispec registers and distributes in Malaysia for more than 35 manufacturers of pharmaceutical products, including over 150 SKUs in the ethical drugs segment and almost 50 SKUs under its home supplements brand, Vitamode. Medispec distributes its products mainly to private clinics, private hospitals, public hospitals, medical specialists and pharmacies.

Chief Executive Officer of Ekuinas, Dato' Syed Yasir Arafat Syed Abd Kadir said, "Under Ekuinas' stewardship, Medispec recorded a Compound Annual Growth Rate (CAGR) in revenue and EBITDA of 19.5% and 11.1% respectively from FY2021 to FY2024. This growth was driven by joint initiatives between Ekuinas and the Medispec management teams, enhancing value through product diversification, sales, branding, talent development, and governance."

Chief Executive Officer of Medispec, Heng Thin Fook said, "Partnering with Ekuinas since 2021 has been a transformative journey for Medispec. Their strategic guidance, operational expertise, and commitment to sustainable growth have strengthened our market position and expanded our capabilities. As we embark on our next phase, we are grateful for Ekuinas' support in driving our success and positioning us for continued growth."

With this exit, Ekuinas will redeploy capital towards new investment opportunities in high-growth sectors. Ekuinas extends its appreciation to the management team and employees at Medispec for their dedication and contributions throughout this partnership and we are confident Medispec will continue to thrive under its new ownership.

"This divestment reflects our disciplined portfolio management, ensuring meaningful and sustainable value creation. We remain committed and look forward to supporting high-potential businesses and entrepreneurs that drive Malaysia's economic growth and welcome like-minded partners for transformative collaborations." Dato' Syed Yasir added.

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About Ekuiti Nasional Berhad

Ekuiti Nasional Berhad (Ekuinas) is a government-linked private equity company that aims to create Malaysia's next generation of leading companies whilst promoting equitable and sustainable Bumiputera wealth creation and economic participation. The Company's primary objective is to deliver financial value on its investments to ensure its social objective is achieved in a sustainable manner.

To date, Ekuinas has undertaken 71 investments, out of which 48 are direct investments and 23 made through Outsourced Fund Managers. Key target sectors include education, fast moving consumer goods, oil and gas, retail, healthcare, and manufacturing. Ekuinas was shortlisted as one of the Top 3 Southeast Asian Firms of the Year by the Private Equity International (PEI) Awards for the year 2018 and 2019.