

PRESS RELEASE
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EKUINAS' MAIDEN INVESTMENT INTO PHARMACEUTICAL INDUSTRY

Key Highlights:-

- Ekuiti Nasional Berhad (Ekuinas) today announced its maiden investment into the pharmaceutical industry. Ekuinas acquired a controlling stake in Medispec (M) Sdn Bhd (Medispec or the Company), a leading local pharmaceutical and supplement product distributor based on an enterprise value of RM88.5 million.
- Medispec markets more than 100 pharmaceutical drugs and 30 health supplements under both prescription and over-the-counter (OTC) categories. These include medical application covering various therapeutic areas such as anti-infectives, antineoplastic, musculo-skeletal system, cardiovascular system and nervous system.
- Medispec also owns Vitamode, an award-winning in-house health supplement brand, which features specialty products such as CoQ10 Ubiquinol, Mecobin, Lacidofil, Cognipro and Tumecap.

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Syed Yasir Arafat Syed Abd Kadir, Chief Executive Officer of Ekuinas said, “Ekuinas’ entry into the healthcare and pharmaceutical space is timely as we look to capitalise on global megatrends and demographic shifts amid the emergence of COVID-19. Medispec is one of the leading distributors and marketers of healthcare and pharmaceutical products in Malaysia with a track record of over 35 years. It has established a strong supply chain and distribution network in the local market, driven by their deep industry knowledge and strong relationship with principals. We are happy to be part of next phase of its journey.”

Teng Beng Lee, Chief Executive Officer of the Company remarked, “As Medispec celebrates its 35-year milestone this year, we are pleased to be part of Ekuinas’ portfolio and I am confident that we can work together to venture into the next phase of growth. Apart from growing our home-grown supplement brand Vitamode domestically, we are poised to take our brand regionally to ASEAN countries by leveraging Ekuinas’ expertise. Learning from the pandemic, we will also be putting greater focus on online marketing channels to reach our consumers.”

Ekuinas’ entry into the pharmaceutical industry is highly cognisant of the macro themes at play. In line with growing healthcare awareness amongst consumers, Ekuinas anticipates the post-pandemic world to see a significant shift from remedial to preventive healthcare measures.

“Apart from its large established distribution network across clinics, pharmacies, private and public hospitals, other key considerations contributing to our decision to invest in the Company include favourable industry outlook, in-house brand with strong growth prospects and healthy product pipeline. These factors will be important in charting Medispec’s future growth plans and we look forward to working closely with them.” Syed Yasir Arafat said.

This is Ekuinas’ first investment in the pharmaceutical industry. To date, Ekuinas has undertaken cumulative investments in 42 companies since its inception in 2009, representing a total committed investment of RM4.4 billion. With that, it has also generated a positive impact on the broader Malaysian economy, which facilitated a total economic deployment of RM5.0 billion, together with private sector partners.

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About Ekuiti Nasional Berhad

EkuiNAS (Ekuiti Nasional Berhad) is a government-linked private equity fund management company established on 1 September 2009 and aims to create Malaysia's next generation of leading companies whilst promoting equitable and sustainable Bumiputera wealth creation and economic participation. To date, EkuiNAS has undertaken investments in over 40 companies in high potential Malaysian companies involved in EkuiNAS' core target sectors namely education, fast moving consumer goods, oil and gas, retail, healthcare, and services. In 2018, EkuiNAS was shortlisted as one of the Top 3 Southeast Asian Firms of the Year by the Private Equity International (PEI) Awards and was again shortlisted for the same award in 2019.

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