

# SAIKANG NEWS

#01  
2023/03



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# Celebrating at Arab Health 2023



Video

The Arab Health Expo, an annual event that opened on January 30, attracts medical industry exhibitors from more than 70 countries and visitors from about 180 countries. The event provides an opportunity for attendees to learn about the latest trends in medical products and create possibilities for deals.

Our company has been participating in the global market for over 10 years, and since resuming international client visits and exhibitions in 2022, we have

had face-to-face contact with customers in numerous countries and done business with many trade professionals in the medical industry.

The Expo, which lasted for four days, provided us with a platform to showcase and display our latest products. According to statistics, we received hundreds of customers every day and learned about large medical projects at the booth. The event also provided us with the opportunity to engage in insightful

discussions with visitors and network with other excellent exhibitors in the medical industry.

The visitors at Arab Health have expressed their appreciation for the event, with many considering it as one of the most important expos on their list. Overall, it was a pleasure to attend and share the experience with fellow attendees. We look forward to participating in the next edition of Arab Health Expo.



# Visit clients abroad, lively and busily



Change the way we trade from 2022. For three years, we could only manage the supply of medical furniture by contacting customers through online tools such as social media platforms, websites and other tools. From December 2022, the Chinese government announced new policies for the pandemic. To some extent, this policy makes it possible to do business face to face. We can go abroad to participate in the exhibition and further communication. In addition, from 8 January 2023, people entering China do not need to be quarantined.

Since then, the company team has been meeting customers in UAE, European countries, African countries and some Asian

countries..... We target and reach out to customers on a global scale. We have a detailed analysis of our target market. Every country has different types of consumers with different types of needs. We develop a well-prepared but flexible list of visits in order to reach out to customers efficiently. Our sales team entered into these markets and dealt with language and cultural barriers successfully. Through the visits, we help customer raise knowledge about our brand, in addition to information on social media platforms. Then, we gain reliable relationships across borders.

The journey of visiting customers is not over yet. We will continue to visit in this year. Welcome to see you.

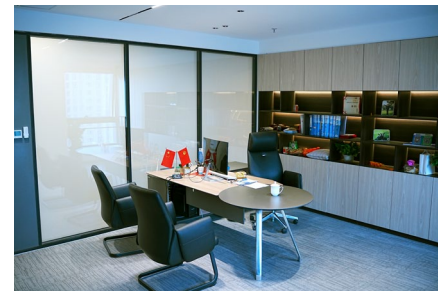


# New office of the company's headquarter

When we were looking for office space, the company took into account all the basics a business might need. Recently, we have completed the renovation and facilities of the new office area. On February 25th, we moved into our new office. It was an exciting time for all of us.

It took two years to improve the office with high technology and a people-oriented approach. Office work in the future will be smarter and more convenient. Lights are intelligence-sensitive and height of office tables are adjustable. In addition, we have arranged showroom to display a variety of hospital furniture. Customers don't need to go to the factory to see the real product in our downtown. It can then strike effective deals. Last but not least, conference rooms are for meetings of different departments.

The new office is at Guotai Xintiandi Plz, Zhangjiagang City. Thank your business partners for participating in our office projects. We would appreciate your good ideas to help us grow further.



# Thanks for **your trust!**



## Saudi Arabia

### Dr. Fahad Bafaqeeh Medical Center

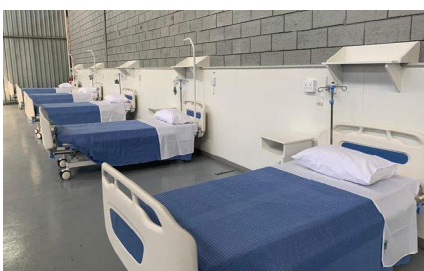
In order to assist the Dr. Fahad Bafaqeeh Medical Center in Saudi Arabia to enhance their medical facilities, we collaborated with local traders to provide beds for the center. As a result of our efforts, the medical center has been functioning effectively and has been receiving positive feedback from patients. Our partnership with local traders enabled us to make a meaningful contribution to the improvement of healthcare facilities in the region, and we are proud to have played a role in supporting the healthcare needs of the local community.



## South Africa

### Covid-19 field hospital

An old PE factory was converted into a hospital to treat people infected with the novel corona virus. The field hospital covers an area of 66,000 square meters and can treat 3,300 patients at the same time. The hospital is fully equipped to receive patients.



New medical bed

# K

Series



SAIKANG specializes in the design, development and manufacture of hospital furniture, especially medical beds. In February, we

launched the K series medical beds and will introduce them to qualified buyers. This paper introduces three types of K series beds. The head

and foot boards are K-shaped. It was designed and developed by the research department of SAIKANG.

## K2k

Manual Bed



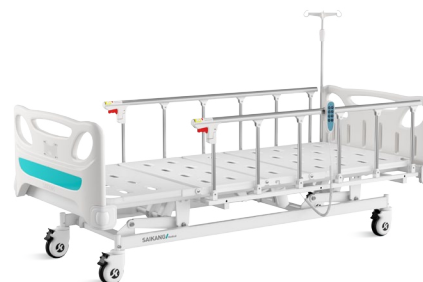
## K3k

Manual Bed



## K6k

Electric Bed



## New medical bed

# Q Series

SAIKANG is constantly introducing new products. Q Series beds are designed primarily for hospitalized patients requiring dialysis treatment. There are two types of dialysis beds: Q2w8c and Q5k.

The main functions include the adjustment of the whole bed, head and foot board, side rail and so on. We hope our extensive product line will help you choose the right bed.



## CQ2k

Manual Children Bed



## Q5k

Dialysis Bed



## Q2w

Manual Dialysis Bed



# In brief

## Next appointment in Brazil

This year, most medical fairs are in preparation. The Hospitalar trade show will be held from May 23 to 26. We inform you that our company will participate in Hospitalar as an exhibitor to display the latest medical products at the booth. This big event will bring us good opportunity for cooperation. Welcome to see you at Hospitalar 2023.



## The 34<sup>th</sup> CMEF is Coming

The 34<sup>th</sup> CMEF is scheduled for May 14-17. It brings international medical professionals together to exchange the latest industry information. We keep you well informed that we attach great importance to this expo and will participate in it. Hope we can meet at National Exhibition and Convention center in Shanghai.



## International Women's Day

On International women's day, we hope women can enjoy this wonderful time with nice wishes from us. To enjoy, to feel and to be thankful. We wish we could find our real affairs and stick to them. Every step we forward will be more meaningful regardless of success or failure. Everyday is nice and worth cherishing. On this day, the company arranged a half-day holiday and flower arrangements to celebrate the Women's Day.



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