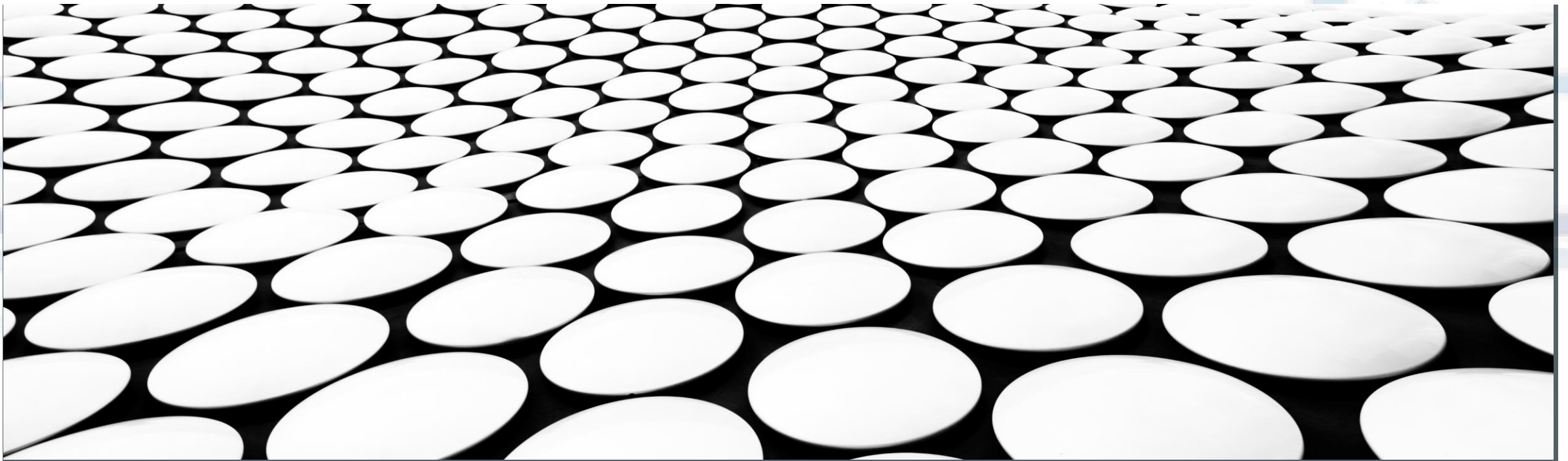




OUR JOURNEY
By PJ Phetla



WHO WE ARE

- Established in 2011
- One founding member, now with various permanent employees and agents
- Bone fixation implants
- Products imported from Europe
- Private and public hospitals
- Started in Gauteng, now in Gauteng, Limpopo, North West and the Western Cape
- We have sold products which were implanted in more than 3000 patients by more than 60 surgeons
- Langamedics is 100% black owned and Level 1 B-BBEE contributor.

VALUES

- Zero compromise on product quality
- Customer focus
- Continuous innovation
- Stakeholders' management
- Continuous improvement
- Growth focus

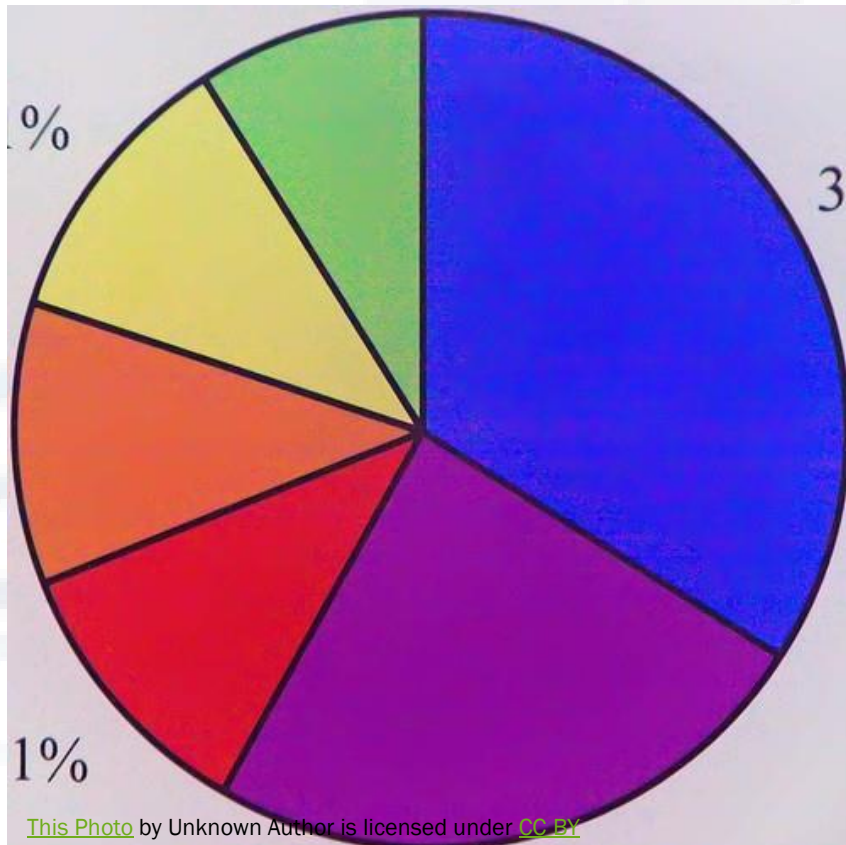
KEY ACHIEVEMENTS

- Creating and maintaining steady clientele
- Creating new jobs and empowering the youth in this industry
- Expanding the business to cover other Provinces
- Training and mentoring new role-players and entrepreneurs in the industry

CHALLENGES

- Acceptance has been the main challenge for us even though we celebrate 10years in the industry this year.
 - Could be race-related
 - Could be a small local company vs larger and known multinational
 - Could also be the issue of familiarity
- Access to funding has been one of the biggest challenges, to date we are still self-funded
- We have also experienced a surge in fronting which has implications for business.

FUTURE PROSPECTS AS A B-BBEE COMPANY



- Continue to play an active role in the industry
- Expand to the rest of South Africa
- Continue to empower the youth
- Explore how larger (multinational) companies could partner with smaller BEE companies for mutually beneficial endeavours
 - For example, the multinationals could involve the smaller BEE companies as part of their Enterprise Development Programmes

THANK YOU

IKHENSILE

KE A LEBOGA

NDO
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