



Thriving In The Face Of Pandemic

Ways to manage and adapt to uncertainty

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Chemopharm

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Enabling Better Outcomes

Chemopharm is one of Malaysia's leading providers of healthcare and industrial laboratory solutions

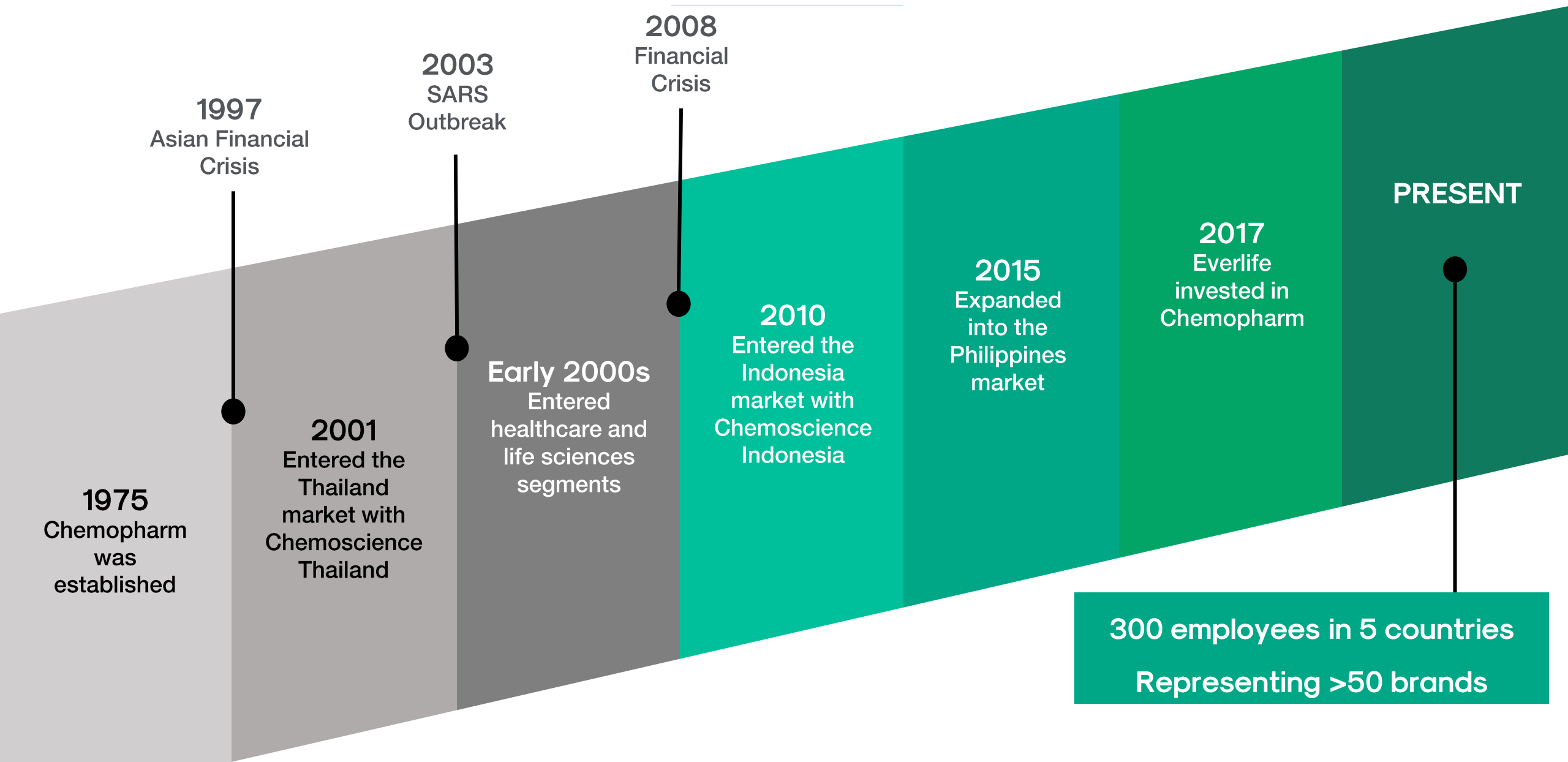


- Top IVD Solutions Provider
- Complete technical and application support
- Proprietary laboratory software



- Industrial/Research Focused
- Wide range of laboratory products and advanced instrumentation
- Turnkey project capabilities
- Proprietary modular lab furniture

Chemopharm - A Resilient History





People and Customers

- Protect Employees & Customers
 - Implement best guidelines and overinvest
 - Over communicate with transparency
- Be Customer Centric
 - Engage customers through employees & build trust/loyalty
 - Pivot resource to current and future growth



Changing Market Trends

- Play Offense Not Just Defense
 - Reallocate resources to areas of opportunity to leverage macro trends
- Anticipate Long Term Trends
 - Plan for shift in sustainable customer behavior and invest in digital technology
 - Define how to outperform through crisis



Business Operations

- Be Agile
 - Adapt operations to supply chain challenges
 - Have robust contingency plans in all aspects
- Plan Urgent Cost Reduction
 - Hiring, OPEX, CAPEX
 - Shift to variable cost structure
- Focus on Liquidity/Cash
 - Draw credit lines
 - Model scenarios in case of material revenue impact