

# Salubrious

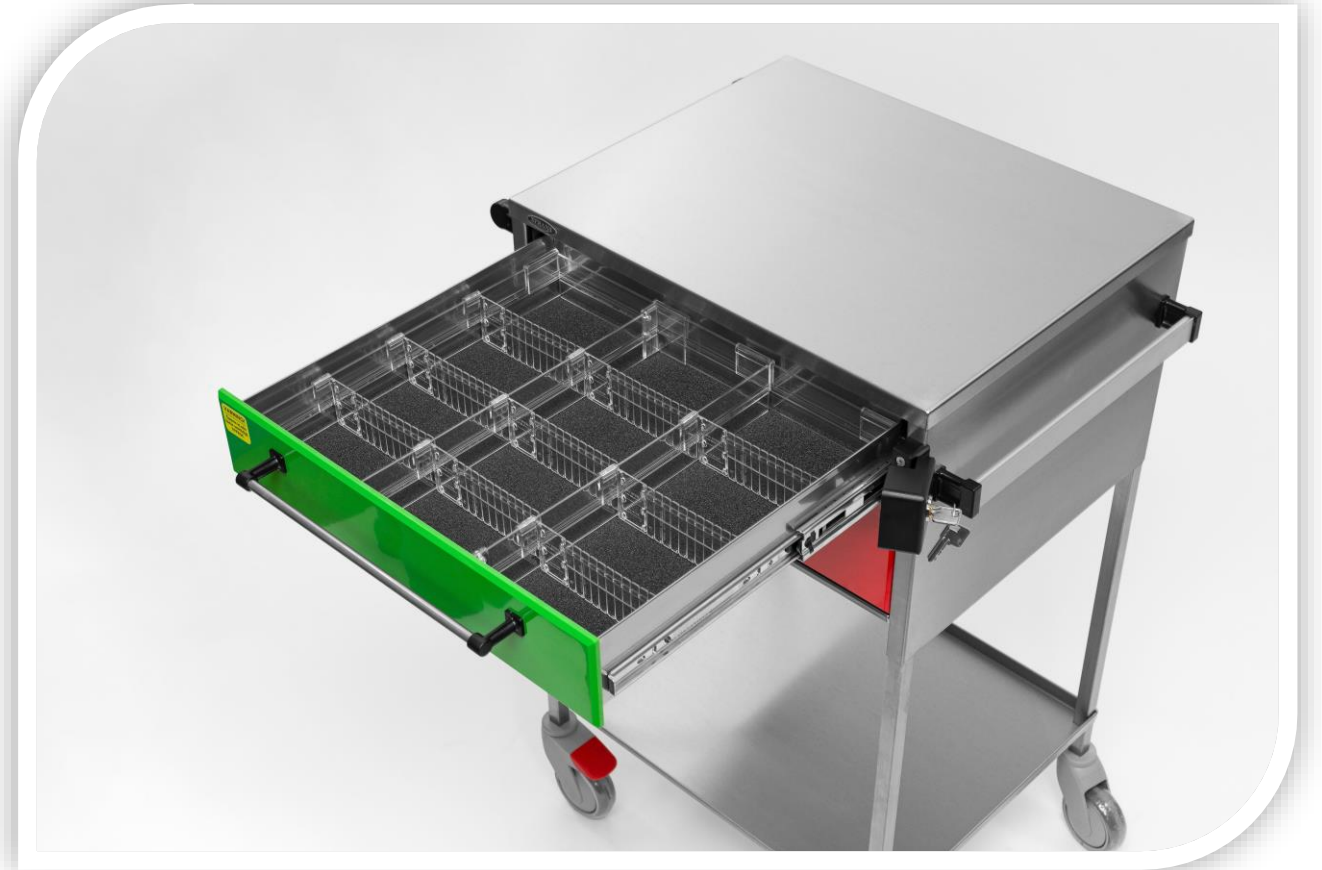
G o o d M e d i c a l

Quality products developed for healthcare and homecare

# Objective of this presentation



- Who are Salubrious AB?
- Our business idea!
- What products can we offer?
- Find a solution together!
- How can we help you?



## Facts and history



- Operating since 2000.
- Privately owned Swedish company.
- 10 employees.
- Located in Stenkullen, Sweden.
- Warehouse, logistics and manufacturing at Ellös, Sweden.
- Quality system according to ISO13485:2016, ISO9001:2015, ISO14001:2015 and ISO45001:2018



# Salubrious AB business concept and vision



**Business idea:** Salubrious AB manufactures and distributes a wide range of unique products for the Nordic healthcare sector.

**Vision:** Our products must provide good treatment results and be cost-effective. High quality products makes it possible for us to offer longer warranty periods than two years.

**Core values:** Personal – Flexible – Simple



## **Common problems in the industry:**

- Less durable products with poor quality.
- Delayed deliveries of ordered goods.
- Lack of support and service.
- Less opportunity to try and test new products.
- Lack of innovation in the industry.



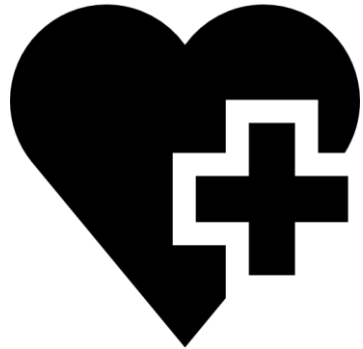


## Our concept and our benefits

### Our solutions:

- **Durable products** with good warranties, long lifetime and carefully selected materials.
- **Short delivery times** thanks to the storage of many products in our warehouse in Sweden.
- **High market contact** where we visit our customers and offer personal advices.
- **User-friendly products** that can be borrowed/tested for evaluation.
- **Wide assortment** with the possibility of customer customization, which contributes to innovative solutions.

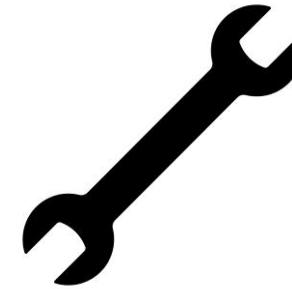




**Products for hospitals  
and healthcare**



**Products for  
homecare and  
rehabilitation**

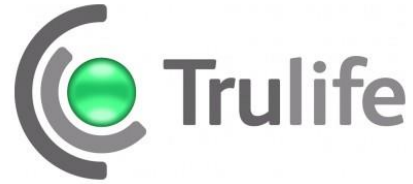


**Service and  
maintenance**

A selection of our partners



TechniCare





# Challenges ahead

- We work with continuous improvements in order to deliver products with the highest possible quality and long life-span.
- Ensure that we always meet the requirements set in public and private procurements.
- We want to influence our customers and the market to value quality products through life cycle cost and environmental analysis / impact.



We can help you



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