

# Expert in high level disinfection by fine chemistry

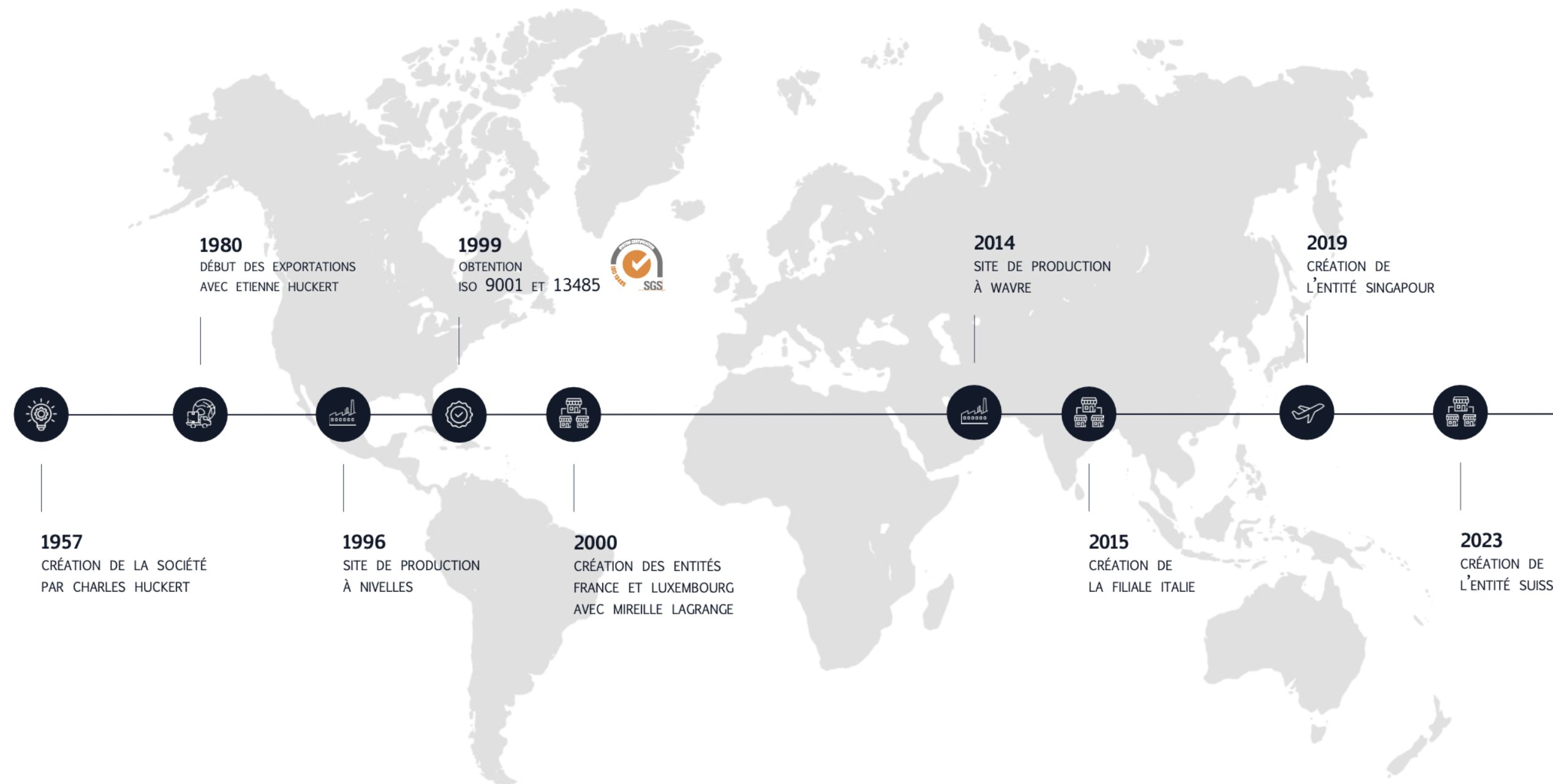
Isabelle Mormal – 26/09/2024



Who we are.....



# About us ....



## Family Business since 1957

- Founded in 1957 by Charles Huckert
- In 1986, Etienne Huckert lead the company to the high level disinfection
- Valérie & Florence Huckert - (3rd generation) manage the company with an international focus
- Core Business:  
Develop new high level disinfectants based on fine chemistry for sensitive areas
- Sectors  
Hospitals, Laboratories, food industry, wellness centers, IVF clinics, pharmaceutical industry,.. and much more





# International presence

- Headquarters & production site in Wavre (Belgium)
- 6 subs over the world
- Distribution in more than 25 countries: Thailand, Nigeria, Malaysia, Ireland, Vietnam, UAE,...





# Our Mission



**"Do no replace a biological hazard by a chemical risk !"**



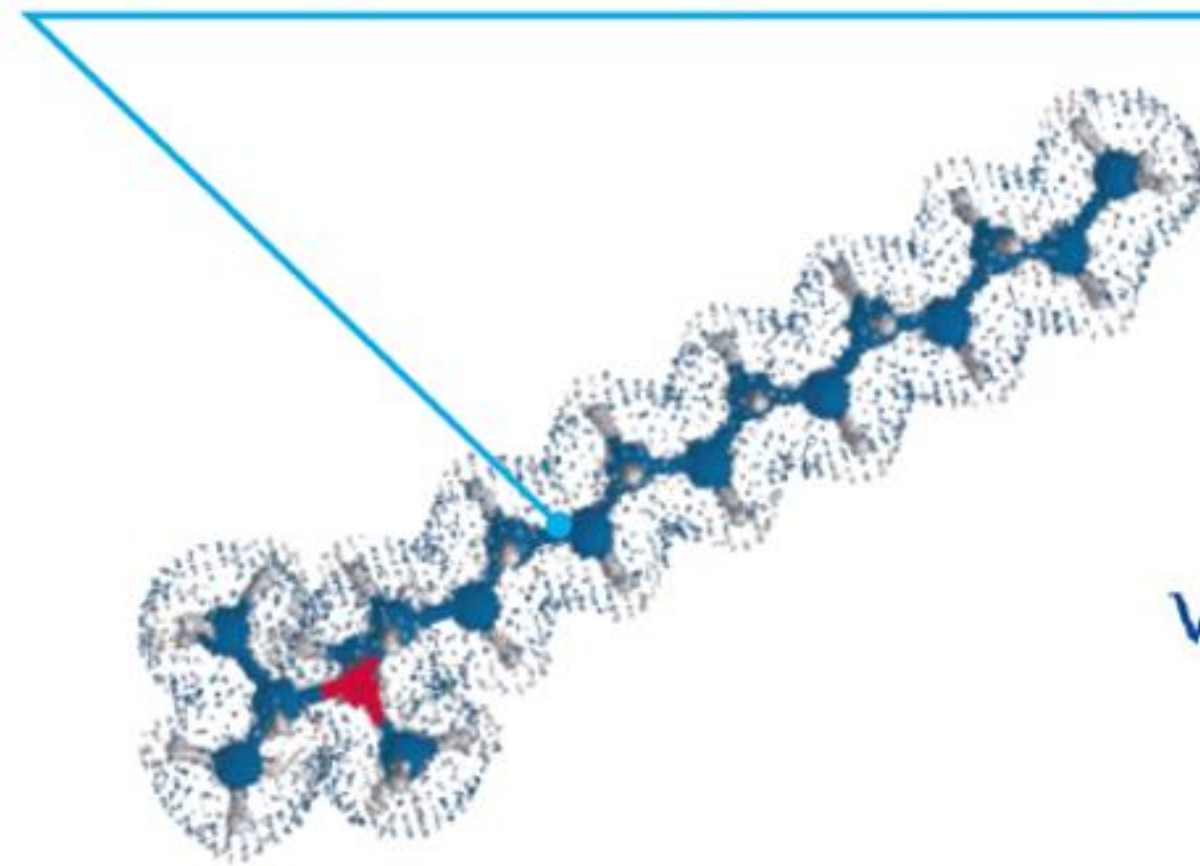


# UMONIUM38® - Fine chemistry



Tried 38 times to get the perfect formulation

Isopropyl-Tridecyl-Dimethyl Ammonium



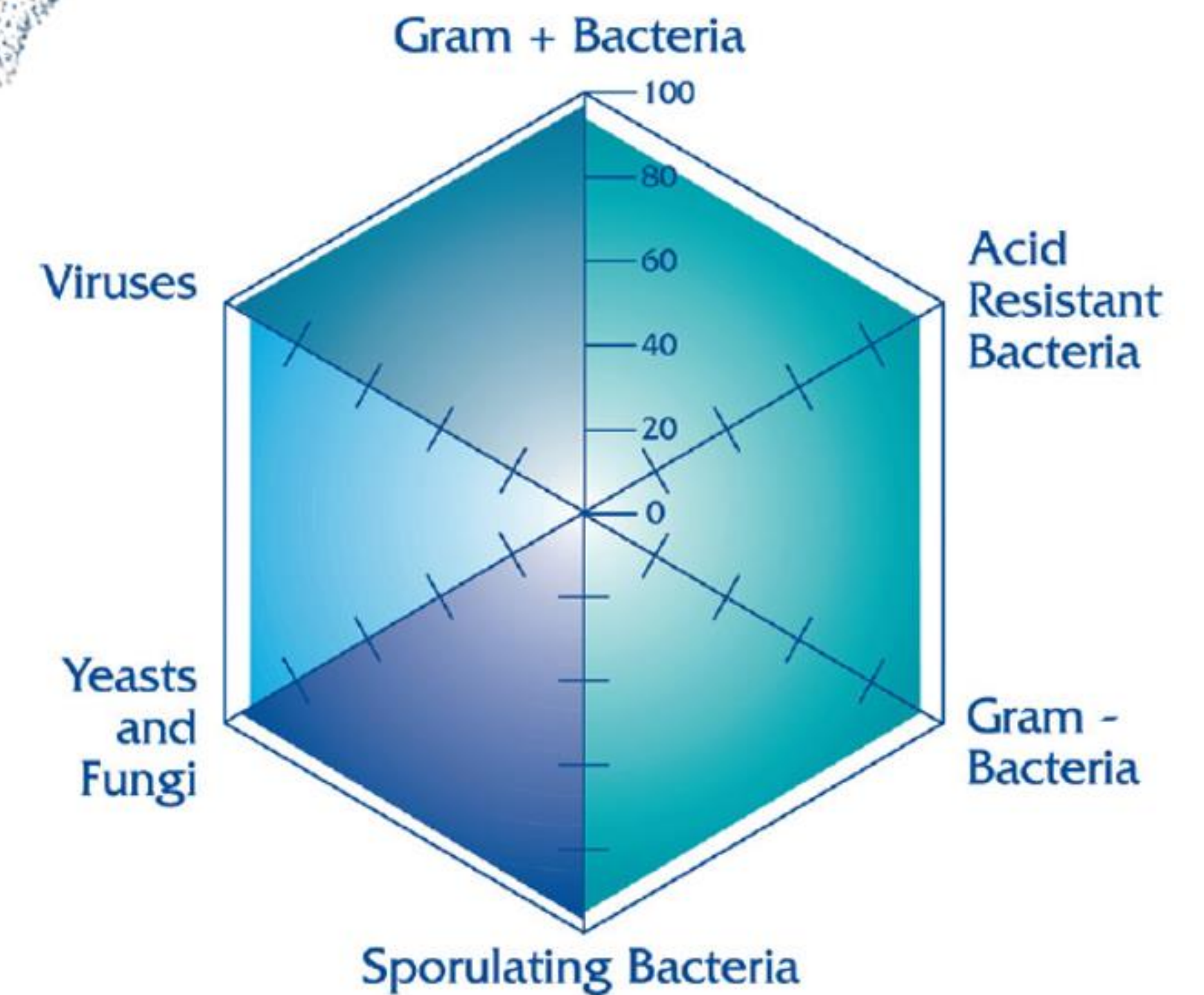
Non-toxic



Non-flammable



No harmful  
vapours





# Our ethics



Fine chemistry solutions  
NO RISK FOR THE O.P.E.P



NO RISK FOR THE  
**OPERATOR**



NO RISK FOR THE  
**PATIENT**



NO RISK FOR THE  
**EQUIPMENTS**



NO RISK FOR THE  
**PLANET**





# Our solutions

## Medical Devices Class IIA & IIB



Specific range developed for IVF labs, neonatology and highly sensitive areas



For medical instruments, surfaces, equipment,...



## Biocides PT2 & PT4



For all NON medical equipment, instruments, surfaces,....



Specific range developed for food industry, early childhood, Horeca, ....





# Why do business in Thailand?





# The history of our business in Thailand

- Commercial business in Thailand > 20 years
  - Started with a single person distributor during an exhibition (Medica)
  - Now several subdistributors overall in Thailand
- LHI Sub in Singapore : 2019 => to be closer to the Asian business
- Thailand = country n°1 in sales in Asia
- Sector in Thailand for our business: Hospitals, Food industry, Wellness centers





# Introduction of the opportunity

## ➤ Market Overview:

- Thailand is n°1 in medical devices market in ASEAN countries
- Thailand's market for disinfectant products is growing rapidly, especially post-pandemic.
- Increased awareness of hygiene and sanitation standards in public and private space

## ➤ Economic Sustainable Future:

- A robust and diverse economy with a GDP growth rate of approximately 3-4% in recent years.
- Thailand Surface Disinfectants market size is projected to grow at a CAGR of 7,80% 2024-2030
- Favourable business environment and government support for healthcare and hygiene industries.





# Key Advantages of the Thai Market

## ➤ Growing demand

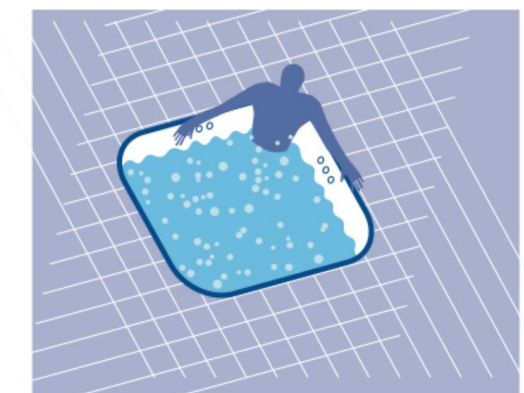
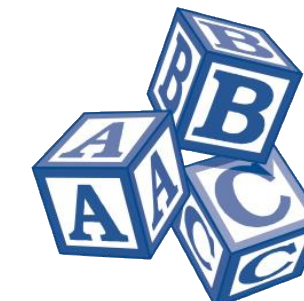
- Growing health consciousness and attention to efficient cleaning/disinfectant methods across industries, including healthcare, hospitality and education
- Increase of Healthcare tourism

## • Favourable Business Policies

- Investment incentives, tax breaks, and support for foreign businesses from Thailand Board of Investment

## • Consumer trust in European Brands

- Preference for high-quality European disinfectant products due to perceived reliability and safety





# Thank you !

