

The logo for Portland BioScience, featuring the word "PORTLAND" in a serif font, flanked by two circular motifs composed of dots.

PORTLAND

普特能

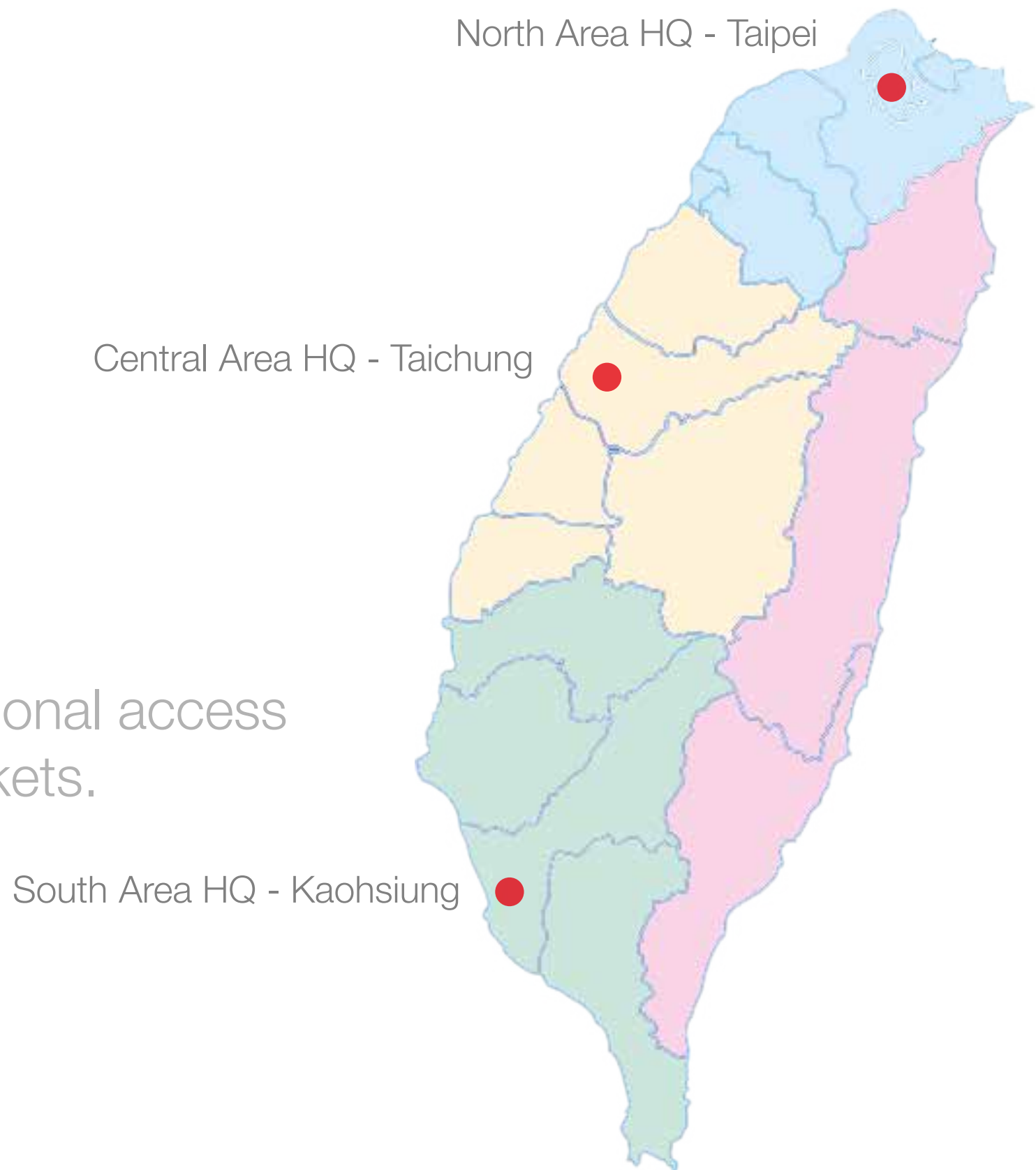
生化科技有限公司

learning. growing. leading

WHAT IS PORTLAND BIOTECHNICAL?

We are a distributor of Class I, II, and III medical devices, in support of oral surgery and general dental treatment in Taiwan. We also now provide devices and materials to the veterinary and cosmetic markets. We have a decade of experience in registering, importing, stocking, promoting, selling, and servicing high quality clinical instruments and surgical materials. We currently specialise in biomedical products, implantology, oral and general surgery for humans and animals.

We provide brand partners national access to Taiwan's dental markets.



OUR KEY BRAND PARTNERS

Medtronic
Further, Together

B | BRAUN
SHARING EXPERTISE

 **Aesculap**[®]
Competence in Dentistry

grafton[®]
Demineralized Bone Matrix (DBM)

AVINENT[®]
Implant System

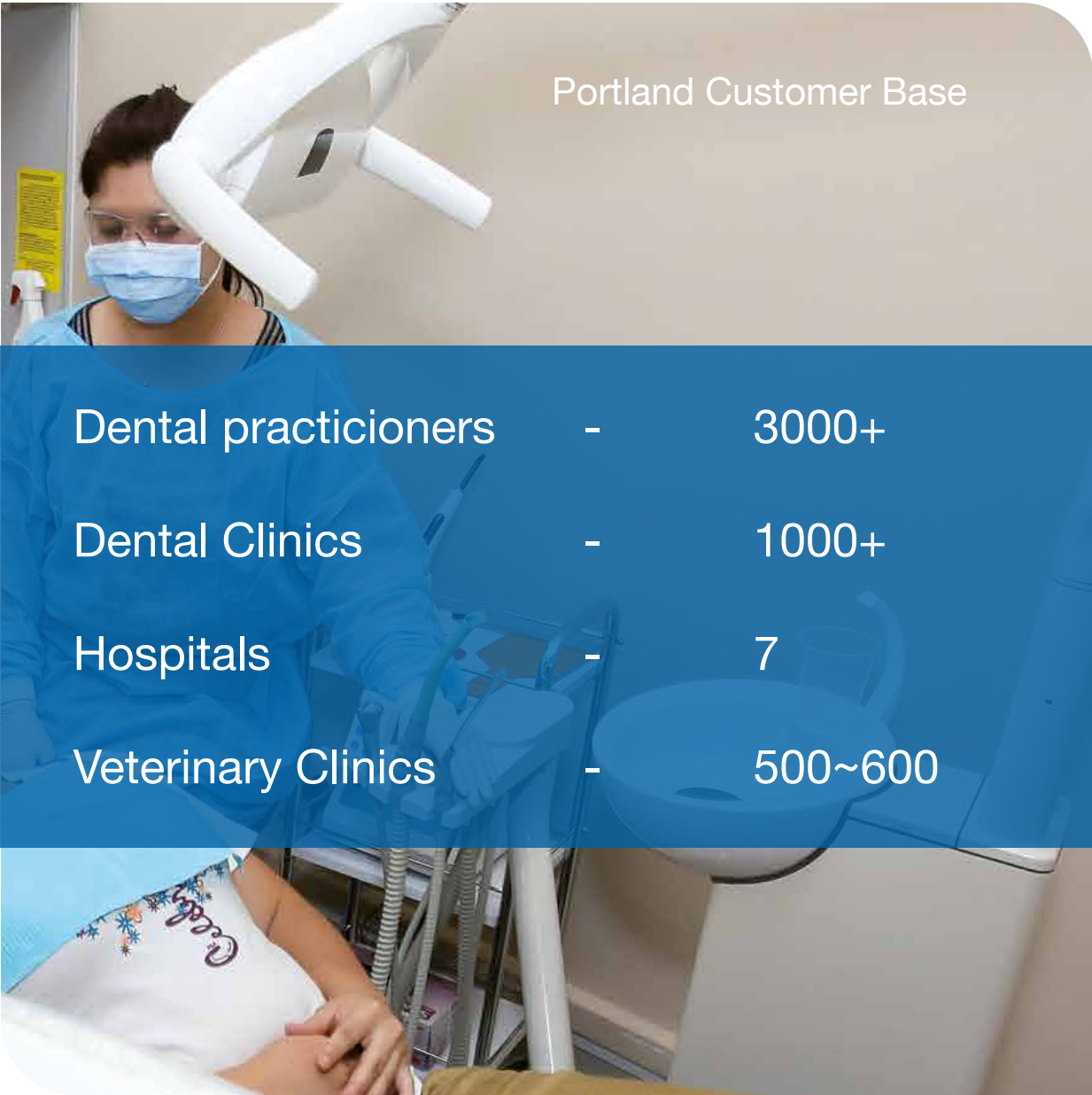
 **RØNVIG**

 **ibi**

VOITAIR[®]
scent systems

 **NOUVAG** +

MARKET OVERVIEW



Portland Customer Base

Dental practitioners	-	3000+
Dental Clinics	-	1000+
Hospitals	-	7
Veterinary Clinics	-	500~600



Taiwan Dental & Veterinary Markets

Dental practitioners	-	18,000+
Dental Clinics	-	7000+
Hospitals	-	30+
Veterinary Clinics	-	1600+

* approximate figures

Portland is one of the top five largest dental device distributors (by employee numbers & customers) in Taiwan, and rapidly growing in the veterinary devices and surgical materials markets.

LEARNING



Portland holds regular symposiums with dental associations featuring industry opinion leaders. This generates brand visibility and positively reinforces our reputation.

GROWING



In ten years we have grown from a regional company with three staff to a national company with thirty. A key to this growth has been the heavy promotion of international brands with a high degree of recognition and reputation.

LEADING



Portland is a modern, innovative, and forward thinking distributor. We don't sell a product, we provide a service.

- ▶ First company in the industry to hire a foreign manager.
- ▶ First company in the industry to issue their own in-house developed ipad application available on iTunes.
- ▶ First company in the industry to hire foreign sales staff.
- ▶ First company in the industry to launch a fully responsive, all device friendly website.
- ▶ First company in the industry to feature live music at a dental exhibition booth.
- ▶ First company in the industry to use a cloud based Customer Relationship Management system with mobile application.

OUR EXHIBITION BOOTHS



..... 普特能

 **Aesculap**
Competence in Dentistry

 **Aesculap**
Competence in Dentistry

國華牙材股份有限公司

GLOBAL
NUMBER
1

MARCH 2013



DEC 2013



PORTLAND
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普特能

立祥國際有限

永達保險經紀人

PLANMECA
3D imaging

PORTLAND

OCT 2015



PORTLAND
普特能

PORTLAND
普特能

Medtronic
Further Together



Medtronic
UNITE. RECONSTRUCT. REUSE.

AVINENT
Implant System

PORTLAND 普特能

AVINENT
Implant System

Aesculap®
Competence in Dentistry
The right choice. Whatever the application.



短期
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Aesculap®
Competence in Dentistry

VC
scene

香港

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MAR 2018



WHAT'S NEW FOR PORTLAND?

1

NEW NORTH AREA OFFICE

We've opened our new North Area office in Neihu Science Park in Taipei. This allows us to increase our sales staff and storage.

2

GDP CERTIFICATION

In order to meet Government regulations and the standards required of our suppliers we applied for and gained GDP certification this year.

3

EXPANDING OUR MARKETS

We have launched veterinary & cosmetic business divisions, seeking new products to add to our existing portfolio. We are looking for trusted brands and products that are cutting edge, delivering measurable benefits for customers & practitioners.

WHY TRUST PORTLAND BIOTECHNICAL?

Because we are ... Professional, Reliable, Careful, Passionate, Organised, and Dedicated

PORTLAND

普特能

生化科技有限公司

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